

II. Business Information

What was your sales volume in 2006?

What was your top selling product in 2006?

Please describe your geographic territory.

Which of the following products do you currently represent?

Adobe Apple Global Streams Canon-Video
Broadcast Pix JVC Panasonic Sony
AVID Discreet Broadcast Pix Boris
Zax Works Other _____

Are you currently one of the following Authorized Resellers/Dealers:

Infocus Sanyo Apple BOXX
Compaq Dell IBM Other _____

What markets comprise your selling profile, and what percentage (approx.) is each of your total sales:

Broadcast/Television _____	Educational _____	Streaming _____
Government _____	Public Access _____	Religious _____
Concerts/Events _____	Live Switching _____	Corporate _____
Event Video _____	Churches _____	Enterprise _____
Visual FX/Motion Graphics _____	Video Production _____	
On-line Post Production _____	Off-line Post Production _____	
Other _____		

How many live switching systems did your company sell in 2006?

Less than 4 5- 12 13 +

How many editing systems did your company sell in 2006?

Less than 4 5- 12 13 +

How many presentation systems did your company sell in 2006?

Less than 4 5- 12 13 +

Does your company have anyone capable of performing post and live production presentations?

Please specify name and qualifications _____

Does your company have contracts or contacts with free-lance editors who can demonstrate post and live production presentations? Who are they and what level of experience do they have?

How many web casting solutions did your company sell in 2006?

Less than 4 5- 12 13 +

Does your company have anyone capable of performing a stream or web cast?

Please specify name and qualifications _____

How often have you utilized free-lance or independent contract services? To what purpose (seminar, open house, sales close, consultation, etc.)?

What types of support do you offer the customer?

On Site Technical Newsletter Technical Hotline Seminars
Product Training Consultation Maintenance Customer Service
Product Loaner Units Other _____

III. NewTek Business Plan

What NewTek related marketing activities will/would you run in a year?

Seminars Open House Direct Mail

Other (Please Explain) _____

How will NewTek products be displayed and demonstrated? Please Explain.

How will purchasers of NewTek products be oriented to the products/ applications/ solutions?

Hands on Demo On-Line Demo Product Tutorial Literature
Consultation Other (Please Explain) _____

How will you train your staff to sell NewTek Products?

In-House Training On-Line Training Product Tutorial
NewTek Sponsored Training Contractor Other (Please Explain) _____

What platforms will you carry in your storefront?

Macintosh Windows

What NewTek products will you carry in your storefront?

TriCaster VT[4] SpeedEDIT 3D Arsenal

Do you currently stock product in your storefront?

Yes No

Personal

Name (print)

Title

Signature

Date

Submitting a NewTek VAR application does not guarantee approval. Thank you.

Please return this application, a copy of your current financial on company letterhead, a copy of your certificate of incorporation and any other relevant documents you deem appropriate, along with a picture of your brick and mortar store front to:

VAR Authorization Coordinator
NewTek, LP
5131 Beckwith Blvd.
San Antonio, TX 78249
210-370-8000
210-370-8002 fax