

Tour de Force Partner Application

Company Name: _____

Company Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Web URL: _____

Please list all key people in organization

Name	Title	E-mail Address	Phone
	President/Owner		
	Business Development Mgr.		

Which Partner Program are you interested in to start?

_____ Bronze (Consultant) _____ Silver _____ Gold _____ Platinum _____ Diamond

How many full time employees are in your organization? _____

How many employees fall into each of the following groups?

_____ Sales Staff _____ Consultants _____ Development

What CRM/SFA solutions does your company currently sell/support?

_____ Goldmine _____ SalesLogix _____ ACT! _____ Siebel

_____ MS CRM _____ Prophet 2004 _____ SalesOutlook

_____ Other _____
(Please list all that apply)

What Accounting/ERP solutions does your company currently sell/support?

_____ Solomon _____ Great Plains _____ MAS 90/MAS 200

_____ Quickbooks _____ Peachtree _____

_____ Other _____
(Please list all that apply)

Please indicated the number of on staff employees with each of the following Microsoft Certifications.

_____ MCSE _____ MCS D _____ MCP

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_____ SQL 7.0 _____ Exchange 2000 _____ Windows 2000 Server
_____ SQL 2000 _____ Exchange 2003 _____ Windows 2003 Server

How long has your company been selling CRM/SFA solutions? _____

How many CRM/SFA clients does your firm currently have? _____

On average, what is the size of your existing client base?

_____ Small Business (0-249 Employees)
_____ Medium Business (250 – 999 Employees)
_____ Large Business (1000 – 5000 Employees)
_____ Fortune 500 (Over 5000 Employees)

What were your total company revenues during the past 12 months? _____

How are your company revenues distributed by revenue type?

_____ New Software Sales _____ Software Implementation
_____ New Hardware Sales _____ Hardware Implementation
_____ Annual Support Fees _____ Integration Services

On which of the following marketing strategies does your firm focus?

_____ Geographic Territory _____ Vertical Market _____ Both

What are your primary vertical markets of expertise?

_____ Manufacturing _____ Distribution
_____ Pharmaceutical _____ Service
_____ Petroleum _____ Financial Services
_____ Government _____ E-Commerce/Dot-Coms
_____ Other _____

What type of facilities/equipment do you have? (Check all that apply.)

_____ Demonstration Area _____ Testing Lab
_____ Software Development Lab _____ Full Time Help Desk
_____ Training Room _____ Mobile LCD Projectors