
Company Information:

Company Name _____
DBA _____
Address _____
City _____ State/Province _____ Postal/Zip Code _____
Country _____
Primary Contact _____ Contact Phone: _____
Contact e-mail: _____ Invoicing Email: _____

Number of years in Business? _____
Principal Owner: _____
Other owner(s): _____
Other contact(s): _____

Type of Business: _____
Size of Business: Corporation / Partnership / Proprietorship / Individual
Federal Tax ID # and or D&B# _____
Current Partnerships: _____
Primary Customer or Market: _____

Home Page: _____
Business e-mail Address: _____

Banking Information:

Bank Name: _____ Phone _____
Address _____
City _____ State/Province _____ Postal/Zip Code _____
Country _____
Account Type _____ Account Number _____

Applicant Information:

Name _____
E-mail _____ Phone _____
Date _____

Market and Marketing Questionnaire:

1. What geographic region do you sell to (Country/Regional/National) _____
2. What is the current circulation of your catalog? _____
3. What is the conversion rate of your web sales? _____
4. What % of annual volume is :
Education ____ Government ____ SMB ____ Consumer ____
5. What is your average annual sales volume? _____
6. How many sales Inside Reps ____ Outside Reps ____ Location _____
7. What trade shows do you sell at? _____
8. End user support or training? Explain _____
9. Would you like single license purchases or a long term contract? _____
10. What dollar amount of Farstone Product do you expect to sell in:
6 months _____ 12 months _____
11. What added value do you add to your customers? _____
12. Do you have an immediate need, or pending order? Explain _____
13. Please select which products you are interested in:

| | | |
|----------------------|-----------------------------|-------------------------|
| RestoreIT | RestoreIT Network | VirtualClass |
| VirtualDive | VirtualDrive Network | VirtualDrive Pro |
| HackerSmacker | Protect and Restore | GameDrive |
| CD/DVD Tower | DefendIT Wireless | CD/DVD Server |
| DriveClone | | VirtualHardDrive |



Authorized Reseller Application
ARA-050510

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