



ECI Data Networking Division Reseller Partner Application

Thank you for your interest in becoming an ECI Data Networking Division Reseller Partner. Please complete all sections of this application thoroughly. ECI considers the information contained within this application to be confidential and will not disclose such information to an unauthorized third party.

Desired Partnership Level:

Silver

Gold

Platinum

Part 1: Company Profile

Name: _____

Title: _____

Company Name: _____

Street Address: _____

City: _____

State: _____

Postal Code: _____

Country: _____

Phone: _____

Fax: _____

E-mail: _____

Web Address: _____

Type of Organization:

Corporation

Partnership

Proprietorship

Division Parent company: _____

Number of Years in Business: _____

Number of Employees: _____

Geographic Coverage:

Check all that apply:

North America

Europe

Asia-Pacific

Latin America

Middle East

Africa



Executive Management:

Please list names and titles:

Please include a recent company organizational chart with this application.

Please Briefly Describe Your Company's Business Strategy:

Part 2: Sales Information

Number of Current Customers:

Number of Sales Staff Employees:

Market Segments Served:

ISP RBOC IXC PTT Federal/Govt.
 MSO Other

Four-year Sales History:

Please indicate net income for each of the following years:

1999 \$

 2000 \$

 2001 \$

 2002 \$

Percentage of Income From Hardware Equipment Sales:

Please indicate the percentage of income derived from hardware equipment sales in each of the following years:

1999

% 2000

% 2001

% 2002

%

Four-year Sales Forecast:

Please indicate projected sales for each of the following years:

2003 \$

 2004 \$

 2005 \$

 2006 \$

Vendor Products Resold:

Check all that apply:

Cisco Juniper Redback Avici
 Extreme Foundry Riverstone Avaya Enterasys



Nortel Alcatel Lucent

Part 3: Support & Service Capabilities

Do You Have a Technical Assistance Center?

Yes No

If yes, specify number of support staff employees: _____

Areas of Technological Expertise:

Check all that apply:

IP/MPLS ATM Frame Relay Ethernet

MPLS IP VPNs (2547bis) Layer 2 VPNs (Draft Martini)

Other _____

Do You Maintain an In-house Lab of Vendor Equipment:

Yes No

What Types of Services Do You Provide?

Check all that apply:

Network planning and design

Equipment furnishing and installation (EF&I)

Network analysis

Service management design

On-site maintenance and upgrades

Do You Provide Educational Services to Your Customers?

Yes No

If yes: In house At customer's site

Part 4: Signatures

Submitted by:

Authorized Signature

Date

Accepted by:

ECI Telecom Representative

Date

Please fax completed application to (412) 809-4201