



BUSINESS PROFILE & APPLICATION

Redline Certified VAR Program

To apply to become a Redline Communications' Certified VAR (RCV), complete this Business Profile & Application form, attaching additional sheets as necessary. **This is a digital form that should be completed by typing your response in the grey boxes only.** Send your completed application by e-mail to channel_management@redlinecommunications.com

SECTION 1 COMPANY AND CONTACT INFORMATION

Company Information

Company Name		
Mailing Address		
City	State/Province	Zip/Postal Code
Country		
Company Phone	Company Fax	
Web Site Homepage		
Parent Company (if applicable)	Franchiser (if applicable)	

Principal Sales Contact

Primary Contact Name	
Title	
Direct Phone	Fax
Email Address	Alternate Sales Contact Name

Principal Technical Contact

Primary Contact Name	
Title	Job Function
Direct Phone	Fax
Email Address	Alternate Technical Contact Name

Principal Marketing Contact

Primary Contact Name	
Title	Job Function
Direct Phone	Fax
Email Address	Alternate Marketing Contact Name

Principal Accounts Payable Contact

Primary Contact Name	
Title	Job Function
Direct Phone	Fax
Email Address	Alternate Accounts Payable Contact Name

SECTION 2 BUSINESS AND MARKET INFORMATION

Business Profile

Year Business Founded	# RF Engineers / Technicians	Total Annual Revenues (last fiscal yr) US\$
Total Number of Employees	# Marketing	How much of that revenue was from (%):
# Outside Sales	# Training	Outdoor Wireless hardware sales
# Inside Sales	# Network Specialists	Outdoor Wireless Services
# Technical Support/Help Desk	# Application/sales Engineers	

Business Description

Please provide a brief description of your firm's primary business or attach a separate document (or link to one)

Geographic Focus

What is your market? Please note the state (s) and or cities where applicable.

Market Focus

Please indicate your target vertical markets. *Check all that apply.*

- | | | |
|-------------------------------------|--|-------------------------------------|
| <input type="checkbox"/> Corporate | <input type="checkbox"/> RBOC | <input type="checkbox"/> xLEC |
| <input type="checkbox"/> ISP/WISP | <input type="checkbox"/> CATV | <input type="checkbox"/> Education |
| <input type="checkbox"/> Government | <input type="checkbox"/> Other (specify) _____ | <input type="checkbox"/> Healthcare |

Technology

What are your areas of technology or solution expertise? *Check all that apply.*

- | | | |
|---|---|--|
| <input type="checkbox"/> Wireless WAN/MAN | <input type="checkbox"/> Wireless LAN | <input type="checkbox"/> Internet access |
| <input type="checkbox"/> 5 GHz RF | <input type="checkbox"/> 2.4 GHz RF | <input type="checkbox"/> Inter-office connectivity |
| <input type="checkbox"/> Licensed RF bands | <input type="checkbox"/> Mobile computing | <input type="checkbox"/> Networked multimedia |
| <input type="checkbox"/> Telecommuting/mobile computing | <input type="checkbox"/> Broadband leased lines | |
| <input type="checkbox"/> Other (specify) | | |

SECTION 3 Competition

Other Partner Programs

If you currently partner with other companies, please list these companies and specify your partner type.

Company and Program:

Company and Program:

Company and Program:

Company and Program:

Company and Program:

Company and Program:

Competitive Strategy

Who are your major competitors and how do you differentiate your company from them?

This information may be used to minimize potential conflict of interest among partners.

SECTION 4 Educational Services

Training Programs

What types of training programs do you offer your customers?

Regularly Scheduled Classes

Yes

No

Custom Training Programs

Yes

No

On-site Training Programs

Yes

No

SECTION 5 Technical Support

Technical Support Programs

What types of support and service programs do you offer your customers?

7 x 24

Business Hours

Free Telephone Support	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Paid Telephone Support	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
On-site support	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Technical WWW site	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Next-day RMA Replacement	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

What equipment do you use to support your customers?

Spectrum Analyzer for 5 GHz	<input type="checkbox"/> Own	<input type="checkbox"/> Have access to	<input type="checkbox"/> Don't use
Broadband Transmission Line & Antenna Analyzer	<input type="checkbox"/> Own	<input type="checkbox"/> Have access to	<input type="checkbox"/> Don't use
LAN Diagnostic Hardware/Software	<input type="checkbox"/> Own	<input type="checkbox"/> Have access to	<input type="checkbox"/> Don't use

Technical Services

What services do you offer your customers?

Wired Ethernet Network Design	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Point-to-Point RF Design	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Point-to-MultiPoint RF Network Design	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
RF Site Surveys	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
RF Link Path Analysis	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Radio Frequency Co-ordination	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Antenna Installation and Aiming	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Tower Installations	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No
Network Integration	<input type="checkbox"/> Yes	<input type="checkbox"/> Outsource	<input type="checkbox"/> No

Employee Certifications

Please indicate any relevant industry certifications your employees hold and maintain. Check all that apply.

- Cisco Network Certification
- Microsoft Network Certification
- Novell Network Certification
- OSHA
- Andrew Certification
- NARTE
- Other (specify)

SECTION 6

Redline product
expected sales

Please estimate how many Redline links you would anticipate selling and installing over the next year.

Current project

If you have a current project for which you need Redline products, please let us know so we can give you assistance with this immediately.

Number of sites to link

Height of each site

Any further notes or comments?

SUBMIT Application

**Applicant's
Authorized
Signature**

By submitting this application, I acknowledge the information provided to be accurate and I understand that any misrepresentation(s) made in this application may be reason for termination of any agreement, which is based upon the information in this application.

Signature	Date
Title	Phone

PLEASE E-MAIL YOUR APPLICATION TO
channel_management@redlinecommunications.com