

International Business Partner Application

Please complete both pages of this application and return to AccountMate.
Fax to 001-707-774-7590 or scan and email to international@accountmate.com.

Company Information

Company Name _____ Contact Name _____

Shipping Address _____

City _____ State _____ Zip _____ Country _____

Billing Address

City _____ State _____ Zip _____ Country _____

Phone _____ Fax _____ E-mail _____

Website _____ Business/Tax I.D. No. _____ Reseller I.D. No. _____

No. of Sales Staff _____ Years of Sales Experience. _____ Total No. of Employees. _____

No. of Programmers _____ Length of Time in Business. _____ No. of Offices. _____

MS SQL Certified _____ No. of MS SQL Installs. _____ Years Selling/Implementing Accounting Software. _____

Type of Business

Sole Proprietorship: Owner _____

Partnership: Registered Name _____

Names of Major Partners _____

Corporations: Registered Corporate Name _____

Incorporated in the State of _____ President _____

List of all persons authorized to place orders _____

Describe Your Business

Best description of business focus is...

Vertical Market Reseller Systems Integrator Consultant CPA VAR Hardware Reseller Development

Percentage of Overall Business Sales ___% Accounting Software ___% Hardware ___% Other Software ___% Modification Revenue

Client Profiles: Total number of Clients/Customers _____ Total Number of Accounting Installations _____

Specific Customer/Industry Focus _____

Annual Revenue: \$500K–1 million \$1–5 million \$6–10 million \$10–25 million \$25–50 million \$50+ million

Types of Marketing Activities Currently Engaged In:

Direct Mail Seminars Advertising Telemarketing Referrals Partnering Other _____

Products Currently Supported

Operating Systems: Novell Unix Windows 2000/2003/XP Internet AS400 Other _____

Database: VFoxpro Btrieve MS SQL DB2 Sybase Oracle Other _____

Development Tools: Access Visual FoxPro Visual Basic Powerbuilder JAVA C C++ Cobol

Accounting Software:

- | | | | | |
|--------------------------------------|---------------------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> MAS 200 | <input type="checkbox"/> Peachtree | <input type="checkbox"/> Business Vision | <input type="checkbox"/> Real World | <input type="checkbox"/> MAS 90 |
| <input type="checkbox"/> ACCPAC PRO | <input type="checkbox"/> Great Plains | <input type="checkbox"/> Cyma | <input type="checkbox"/> Macola | <input type="checkbox"/> ACCPAC ADV |
| <input type="checkbox"/> Epicor | <input type="checkbox"/> Open Systems | <input type="checkbox"/> Solomon | <input type="checkbox"/> Platinum SQL | <input type="checkbox"/> Navision |
| <input type="checkbox"/> Other _____ | | | | |

Vertical Application Software:

- | | | |
|---|---------------------------------------|--|
| <input type="checkbox"/> Process Manufacturing | <input type="checkbox"/> Distribution | <input type="checkbox"/> Hospitality |
| <input type="checkbox"/> Discrete Manufacturing | <input type="checkbox"/> Government | <input type="checkbox"/> Retail/POS |
| <input type="checkbox"/> Construction (AEC) | <input type="checkbox"/> Associations | <input type="checkbox"/> Utility Billing |
| <input type="checkbox"/> Property Management | <input type="checkbox"/> Service | <input type="checkbox"/> Other |

To which Industry Programs do you belong?

- | | | | |
|--------------------------------------|------------------------------------|-------------------------------------|---------------------------------|
| <input type="checkbox"/> Novell | <input type="checkbox"/> Microsoft | <input type="checkbox"/> IBM | <input type="checkbox"/> Sybase |
| <input type="checkbox"/> Oracle | <input type="checkbox"/> Netscape | <input type="checkbox"/> PeopleSoft | <input type="checkbox"/> HP |
| <input type="checkbox"/> SAP | <input type="checkbox"/> Sun | <input type="checkbox"/> Lotus | <input type="checkbox"/> CA |
| <input type="checkbox"/> Other _____ | | | |

Reasons you are Interested in AccountMate Software:

- | | |
|--|---|
| <input type="checkbox"/> Need NT/SQL product | <input type="checkbox"/> Need Windows-based product |
| <input type="checkbox"/> Satisfy Vertical market need | <input type="checkbox"/> Have clients interested |
| <input type="checkbox"/> Dissatisfied with current product | <input type="checkbox"/> Looking to expand business |
| <input type="checkbox"/> Customizability (source code) | <input type="checkbox"/> Other |

Business References

Company Name _____ Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Type of Relationship _____

Company Name _____ Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Type of Relationship _____

Applicant understands that AccountMate Software will rely upon the above information in making a decision to extend Business Partner Status.

I certify that the above information is correct to the best of my knowledge.

Signature: _____ Date: _____

AccountMate Software Corporation

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