



CONNECTED. PROTECTED.

Guardian Telecom Channel Partner Survey

Thank you for expressing interest in becoming a Guardian Telecom Authorized Distributor. The Guardian Product and Service Line can make a solid contribution to the bottom-line and customer retention of companies with the proper fit.

As a first step in the process fill in the following information fields and return this form to the Sales Manager at Guardian Telecom.

Date:

Company Trade Name:

Company Legal Name:

Website Address:

Address:

State/Province: Country: Zip/Postal Code:

Contact Name: Position:

Phone: Mobile phone:

E-mail:

What is your main business?

What are your secondary business lines or services?

Company Type: How many years in business?

List the Executive Team including President and Senior Sales Management:

Size of Insides Sales Force: Size of Outside Sales Force:

How do you promote your current line of products/services?

How would you promote Guardian Telecom's line of products/services?

What territories and countries do you sell into?

Provide a list of your significant customers including company name and industry type:

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Describe any government or military related contracts that you have had:

Provide estimates for yearly sales (years 1/2/3) of Guardian Telecom products that you anticipate selling the most of:

What time lines are you proposing and when would you anticipate the timing and size of first sale of Guardian products/services?

Provide a list and contact information for other Manufacturers that you represent:

Briefly describe why the Guardian Telecom product line would be a good fit for your business:

Briefly describe why your company would be a good Channel Partner for Guardian Telecom:

Provide location(s) of all relevant regional offices, complete with telephone and fax numbers and e-mail addresses:

You are invited to provide any additional information or material that you feel is pertinent to this survey and would provide Guardian Telecom with useful insight into your organization. You are also invited to provide any comments that you would like to make related to the survey process:

Thank you for your interest in becoming a Guardian Telecom Channel Partner. We look forward to hearing from you.

Depending on the browser type, users may have to download the form to their computer to take advantage of the submit by Email button.

