



Reseller Application

Legal Name:	_____	DBA:	_____
Corp. Address:	_____	DUNS Number:	_____
	_____	Corporate Contact:	_____
Phone #:	_____	Contact Phone No.:	_____
Web Address:	_____	Contact Email:	_____
Billing Address:	_____	Fax Number:	_____
	_____	Mktg. Contact:	_____
Federal ID Number:	_____	Mktg. Contact Phone:	_____

How did you hear about the BBox Reseller Program? _____

Type of company:	_____	_____	_____	_____
	Corporation	Sole Proprietorship	Partnership	Other
Type of Business:	VAR	Contract Supplier	Integrator	
	Distributor	Retailer	SBA	Other

Years in Business:	No. of Locations:	No. of Employees:
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Please check each type of product that your company uses/sells to customers:

Cables & Infrastructure	Peripheral Switches & Sharers	Converters	Networking
Testers & Tools	KVM Switches	Data Communications	USB
Cabinets, Racks, Furniture	Multipmedia and Presentation	Wireless	Security
Power & Surge Protection	Voice Services	Servers & Storage	PCs

Which best describes your customers?

Large Enterprise	OEM	Small Business
Contractor	Government	Other

What other product lines or manufacturers does your company represent?

Please check each vertical market your company serves:

Government	Healthcare	Small Business	Fortune 500
Retail Stores	Manufacturing	Transportation	Utilities
Education	Finance/Banking	Other	_____

Annual Sales: _____

<u>Current Year Projection:</u>	<u>Most Recent Year Actual:</u>	<u>% Business in Voice/Data:</u>
\$ _____	\$ _____	\$ _____

FOR BLACK BOX USE ONLY

Account #:	_____	Previous Balance:	_____	Create Date:	_____
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Requested Level: _____ Account Manager (E): _____ Approved: _____

Are you part of a larger firm or buying group? _____ (if yes, which one) _____

Business that is International? _____ % In what countries? _____
Please note that Black Box is not the Exporter of Record.

No. of engineers on staff? _____ No. of sales people on staff? _____

Black Box Payment Options (*check preference below*):

Exp: _____

Card #: _____

Card Name: _____

We value our Reseller's opinion and ask you to tell us what we can do to be your vendor of choice.

→ Are there any products that you would like to see Black Box cover during a reseller training session?

→ Are you interested in the following sales/marketing programs to promote BlackBox to your customers?

Black Box Logo/Product Graphics

Deal Registration Program

Meet/Beat Pricing Program

Catalogs, Product Brochures/Spec Sheets

Sales Promotions

Online Catalog Support

NOTE: (Please return the following:)

This Reseller Application

Vendors License; Reseller Certificate or Seller's Permit

Tax Exemption Certificate

Signed Reseller Agreement

Please Email This Information to your Account Manager or Fax to: (800) 321-0746

If you have questions completing this form, please call your Account Manager or Customer Service at (800) 231-3222.

Black Box offers over 20,000 total solutions supported by 24-hour free technical support and customer service backed by the best equipment protection offered in the industry.

Thank you for choosing to Partner with Black Box. We look forward to working with you to grow your business!