

Glacier Concept Real Estate Partner Application

Thank you for your interest in becoming a Glacier Concept Partner for real estate. Please complete the following application and send it to us, to become a Glacier Concept Partner.

Program Requirements:

- Primary focus of your company is providing real estate, business-computing, or financial solutions to end user customers.
- Provide first-level pre-sales and post-sales services for your customers.
- Provide first-level technical support for your customers.
- Purchase products directly through Glacier Concept or distributors.
- Maintain technically proficient support staff with demonstrated experience in software installation.
- Completed application form.
- Signed Partner Agreement.

Program Benefits:

- Marketing Materials. Glacier Concept provides a large collection of sales and marketing tools including presentations, competitive analysis, datasheets, white papers, customer stories, training videos, Web casts, and customizable advertising templates. This full portfolio of materials is available for partners to utilize in selling Glacier Concept products.
- Qualified Leads. Glacier Concept generates leads through a wide range of marketing efforts. Pre-qualified leads are distributed to our partners.
- Cooperative Marketing Programs. Partners may qualify for Cooperative Marketing Programs whereby Glacier Concept will fund up to 20 percent of joint marketing events.
- Discounted Software Units. Partners may purchase a unit of each Glacier Concept product type at 50 percent discount for internal use or for demonstration.
- Monthly Newsletter. Partners receive the latest information on products, technical enhancements, promotions, news, industry trends, and more, in an easy-to-access electronic format.
- Partner Sales and Technical Webinars. Partners can join the Glacier Concept' team on a regular basis to learn about new products, product updates, effective selling techniques, and to engage in question and answer sessions.
- Partner Portal. Partners can obtain marketing materials, exchange units, and activate units via access to the Glacier Concept Partner Portal.
- On-Site Sales Training Partners can receive on-site sales and product training. Training sessions are designed to help partners discover firsthand the key features and benefits of Glacier Concept' products from a Glacier Concept representative.
- Priority Phone and Online Technical Support. Partners receive priority status in phone and online technical support.
- Web-based Online Demos. Partners will receive access to Glacier Concept' convenient Web-based online demos for use during sales calls.
- Joint Account Calls. For those extra critical account calls, Glacier Concept sales representatives are available to make joint account calls with our partners.
- Product Promotions. Partners can take advantage of Glacier Concept product or pricing promotions specially designed only for Glacier Concept partners.

Please review the documents in their entirety. This form is designed to give Glacier Concept a clear picture of your business. The time that you invest in completing this form will help us develop our relationship with you. In order to avoid delays in processing, please fill-out this application completely.

After acceptance of your application we will provide you the Glacier Concept Partner Agreement for you to complete the process of becoming a Glacier Concept Partner.

We look forward to building a great working relationship with you.

Please TYPE or PRINT clearly the following information for Glacier Concept review. All information is strictly confidential.

Company Information:

Legal Business Name: _____ Trade Name - DBA _____

Primary Telephone #: _____ Fax #: _____

Tax ID#: _____ Reseller ID#: _____ (Please attach a copy of Reseller Tax Exempt Certificate.)

Web Site URL: _____

Corporation LLC Partnership Subsidiary or Branch-office Sole Proprietorship

Year Established: _____ Dun & Bradstreet # _____

Have you ever filed for bankruptcy? Yes No If yes, please attach explanation

1. Mailing / Billing Address:

Address 1:				
Address 2:				
City:	State:	Zip:	Country:	

2. Shipping Address (No P.O. Boxes):

Address 1:				
Address 2:				
City:	State:	Zip:	Country:	

Is this the primary location? Yes No Are there branch locations?: Yes No How many: _____
(Please provide list of locations on an attached document.)

3. Contact Information – please complete all requested fields:

Principal Contact:	Title:
Phone Number:	E-mail Address:

Technical Contact:	Title:
Phone Number:	E-mail Address:

Sales Contact:	Title:
Phone Number:	E-mail Address:

Accounts Payable Contact:	Email Address:
Net Terms 7 days Credit Card (Visa, Mastercard, American Express)	

4. Bank and Trade References – Two of each are required:

4a. Bank References

Name:		Contact Name:	
Address:			
City:	State:	Zip:	Country:
Phone Number:		Date Opened:	
Account Type: Checking No.	Savings No.	Loan No.	

Name:		Contact Name:	
Address:			
City:	State:	Zip:	Country:
Phone Number:		Date Opened:	
Account Type: Checking No.	Savings No.	Loan No.	

4b. Trade References (Major Suppliers)

Name:		Contact Name:	
Address:			
City:	State:	Zip:	Country:
Phone Number:		Account Number:	

Name:		Contact Name:	
Address:			
City:	State:	Zip:	Country:
Phone Number:		Account Number:	

5. Business Profile

5a. What is your approximate annual sales revenue?

<\$1M \$1M - \$5M \$5M - \$10M \$10M - \$20M >\$20M

5b. What percentage of total revenues is contributed by the following items?

Real Estate sales: _____% Software sales: _____% Service: _____% Sales: _____%

Software Development: _____% Consulting: _____% Training: _____%

5c. Which of the following best describes your primary business?

Dealer/Storefront/Retail Reseller VAR Systems Integrator Entrepreneur

Software Integrator Software Developer Consultant On-line Reseller Distributor

5d. What is your primary target customer?

Small Business (1-100 users) Medium Business (100-500 users) Enterprise Business (500 + users)

5e. What vertical markets are your primary focus?

Real Estate Communication Distribution Education Banking Entertainment

Government (local) Government (Federal)

5f. What is your primary geographical coverage?

Local Regional National International (List Countries): _____

5g. How many sales representatives does your company have?

1 - 3 4 - 8 9 - 15 > 15

5h. How many full time service representatives does your company have?

1 - 3 4 - 8 9 - 15 > 15

5i. What other software products does your organization currently sell?

Other: _____

5j. What vendor authorizations does your organization hold?

Microsoft Novell Red Hat SUN

Other: _____

5k. What technical certifications do your technical staff have?

Linux Microsoft Novell

SUN SCO Other: _____

5l. What value added services do you provide:

Real Estate sales Accounting Lending Web design Web hosting

E-commerce 7x24x8 Support Multimedia Training Other: _____

6. Business

Describe your business (briefly):

7. Communications

7a. Which trade journals do you read to learn about new technology and industry news?

Business Other: _____

7b. Which trade shows do you attend?

Other: _____

7c. Who are the top three distributors that you purchase products from (please rank from 1-3)?

Other: _____

8. Application Review

This application is being submitted for the sole purpose of becoming a Glacier Concept Partner. The Applicant understands and agrees that this application does not ensure that the Applicant will be chosen as a Partner.

If you have questions, contact Glacier Concept at sales@glacierconcept.com

9. Authorized Signature

By signing below, the applicant warrants that they have the authority to submit this information for the purpose of entering into an agreement and that the information provided in this application is accurate and true. If the information is determined to be inaccurate, the applicant acknowledges and agrees that Glacier Concept, at any time and at its sole discretion, may terminate the applicant as a Glacier Concept Partner. Furthermore applicant agrees to keep their profile information updated if it changes or as requested from time to time by Glacier Concept.

Signature: _____ Title: _____

Name (print): _____ Date: _____

10. Application Submission

Application Check List: Completed Application (this document)

Signed Partner Agreement

Copy of Reseller Tax Exempt Certificate

Other supporting documentation as outlined (if applicable for credit check)

Fax completed forms to: or email to sales@glacierconcept.com or mail to:

Glacier Concept

1500A Lafayette Rd #259

Portsmouth, NH 03801

603-866-0237

For Glacier Concept internal use:

Approved By: _____ Date: _____ Assigned Customer Code: _____

Send completed application to sales@glacierconcept.com

For questions contact 603-866-0237