

Reseller Application

Instructions

Please complete this form to email back to sales@dialexia.com in order to be considered as an authorized reseller of Dialexia products.

You may also fax the completed form to the attention of Sales department at +1-514-693-5352.

Should you have questions or require assistance, please call +1-514-693-8500x202 or send an email to sales@dialexia.com (in the subject field please indicate that you are a reseller).

Name _____

Title _____

Telephone _____

Email _____

Where did you here about us? _____

Company Details

Company Name _____

Date of Establishment _____

Number of Employees _____

Number of Salespeople _____

Number of Technical Support Representatives _____

Street Address _____

City _____

State/Province _____

Zip/Postal Code _____

Main Telephone _____

Main Fax _____

Web Site _____

General Email _____



Multiple Office Location

Street Address _____

City _____

State or Province _____

Zip or Postal Code _____

Telephone _____

Fax _____

Sales Contact

Name _____

Title _____

Telephone _____

Mobile _____

Fax _____

Email _____

Marketing Contact

Name _____

Title _____

Telephone _____

Email _____

Purchasing Contact

Name _____

Title _____

Telephone _____

Email _____

Technical Support Contact

Name _____

Title _____

Telephone _____

Email _____



Please reply to the following Questions:

Which best represents your business type? (Check all that apply)

- Interconnect that provides sales, service, and/or installation
- Equipment Reseller with little or no service
- Service Provider that sells voice/data services (prepaid/wholesale/broadband/ISP)
- Systems Integrator/contractor for complex installations
- Distributor which keeps equipment in on the shelf and provides some service
- Developer/Consultant for custom application implementation
- Carrier (CLEC/ILEC)
- Other _____

What geographical area is served by your company? (Check one and define)

- Local (within a major metropolitan area)
- State/Provincial (multiple metropolitan areas within one state/province)
- Regional (multiple state/province coverage of major metropolitan areas)
- National (largest metropolitan areas in all states/provinces)
- International (multiple locations in countries other than Canada and USA)

Specific areas are: _____

What types of products do you resell? (Select one)

- Voice Networking (IP-PBX, softswitches, VoIP devices)
- Data Networking (gateways, routers, switches)
- Voice and Data
- Billing Solutions
- Hosted Solutions (IP-PBX, Call Shop Billing, ASP)
- PCs/Office Equipment
- Voice Services (prepaid cards, ISP)



Which business sector(s) does your company target? (Check all that apply)

- Telecom Service Providers
- Wholesale
- Manufacturing
- Retail
- Professional and/or Technical Services
- Utilities
- Transportation and Warehousing
- Information
- Financial Services or Insurance
- Real Estate
- Education
- Health Care
- Entertainment and/or Recreation
- Accommodation and/or Food Services
- Government
- Other (please specify) _____

What sized business(s) does your company normally call on? (Check all that apply)

- SOHO (1 to 5 employees)
- Small (6 to 99 employees)
- Medium (100 to 499 employees)
- Large (over 500 employees)

Check mark the services(s) that your company offers (Check all that apply)

- Installation
- Maintenance
- On Site Technical Support
- Product Training
- Help Desk Support
- Consulting



Which of the following lead creation methods do you have in place? (Check all that apply)

- Trade Shows
- Direct Mail
- Telemarketing
- Local print or radio advertising
- Trade publications
- Seminars/Webinars
- Website advertising (banner ads)
- Search Engine Marketing (Google, Yahoo, Overture)
- Company Newsletter
- Customer Referrals
- Telephone Directory Yellow Pages

What is your company's annual revenue?

- 50K to 150K = % in Software _____, % in Hardware _____, % in Services _____
- 150K to 500K = % in Software _____, % in Hardware _____, % in Services _____
- 500K to 1M = % in Software _____, % in Hardware _____, % in Services _____
- 1M to 3M = % in Software _____, % in Hardware _____, % in Services _____
- 3M plus = % in Software _____, % in Hardware _____, % in Services _____

Which suppliers does your company currently resell and/or support?

Any additional information?

