**PARTNER PROGRAMME APPLICATION FORM**

**CONFIDENTIAL**

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**General Information:**

|  |  |
| --- | --- |
| **Company Name** |  |
| **Registered office** |  |
| **Business address** |  |
| **Telephone** |  |
| **Web site address** |  |
| **Type of Organization(e.g. company, partnership, sole**  **trader, etc.)** |  |
| **Company Registration Number (if applicable)** |  |

|  |  |
| --- | --- |
| **Primary Contact Name** |  |
| **Job Title** |  |
| **Telephone** |  |
| **Fax** |  |
| **E-mail** |  |

|  |  |
| --- | --- |
| **Which Partner Program** **are you interested?** | 🗌 Certified Solution Provider Program, CSP |
| 🗌 Certified Training Provider Program, CTP |
| 🗌 Certified Technology Supplier Program, CTS |

|  |  |
| --- | --- |
| **Which FND solutions are you**  **interested in selling?** | 🗌 POWERPROJECT |
| 🗌 EASYPLAN |
| 🗌 TILOS |
|  | 🗌 ISETIA |
|  | 🗌 PROJECT TRACKER |
|  | 🗌 COSTOS |

**Background**

|  |
| --- |
| **How did you hear about FND and its partner programme?** |
|  |
| **Why are you interested in working with FND?** |
|  |
| **Is there particular interest for FND’s products from customers in your country?** |
|  |

**Your Business**

|  |
| --- |
| **Who owns the business?** |
|  |
| **Please provide a brief description of your business.** |
|  |
| **How long has the business traded in its current form?** |
|  |
| **What is your annual turnover?** |
|  |
| **What is your annual marketing budget?** |
|  |
| **How many employees do you have in total?** |
|  |
| **How many employees do you in each of the following functions** |
|  |

**Markets Served**

|  |
| --- |
| **What market sector(s) do you target?** |
|  |
| **Which geographical areas do you sell to?** |
|  |
| **Do you currently have customers using FND products and/or are interested in FND products? If so, who are they?** |
|  |

**Product(s)**

|  |
| --- |
| **Do you sell software product(s)? If so please give details?** |
|  |
| **Do you sell any other project management software?** |
|  |
| **Do you currently sell software in which project management software could be integrated in the solution?** |
|  |
| **What is your previous experience of selling software and in particular project management software?** |
|  |
| **Do you sell computer hardware? If so please give details?** |
|  |

**Clients/Customer Base**

|  |
| --- |
| **What is your main distribution channel?**  • **End-user?**  • **Via a dealer network?**  • **Others?** |
|  |
| **Do you have an existing dealer network? If so, how many dealers do you have and where are they located?** |
|  |
| **Do you offer any customer training for any software products? If so, what types of courses?** |
|  |
| **Do you offer technical support for any software products? If so, please give product details.** |
|  |
| **Do you have experience in offering consulting services?** |
|  |
| **How many customers do you have?** |
|  |
| **Please list some of your major customers by name – stating which industry/market sector they are involved in.** |
|  |

**Future Strategy**

|  |
| --- |
| **What is the future strategy of your company?** |
|  |
| **What are your planned initiatives to ensure long-term success with FND within your geographical market?** |
|  |

**Miscellaneous**

|  |
| --- |
| **Please provide details of at least one customer reference.** |
|  |
| **What is the level of yearly sales turnover are you planning with FND?**   * **up to $25,000** * **b/w $25,000- $49,000** * **b/w $50,000-$99,000** * **b/w $100,000-$249,000** * **b/w $250,000 - $500,000** * **over $500,000** |
|  |