



**<http://www.interwritelearning.com>**  
**7125 Riverwood Drive**  
**Columbia, MD 21046**  
**T: 1-866-496-4949 ~ F: 410-910-0051**

**Prospective Reseller Questionnaire**  
*Please complete and return via fax to 410-910-0051*

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Please consider my authorization for: Interwrite Learning™ Product Family

Contact Information

1. Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Company Web URL: \_\_\_\_\_

2. Company Contact \_\_\_\_\_  
Position/Title \_\_\_\_\_  
Email Address: \_\_\_\_\_

3. Other Locations (City/State/Country): \_\_\_\_\_

Business Information

4. Last Year's Total Revenue \$ \_\_\_\_\_ Year Company Established: \_\_\_\_\_

5. Number of Employees:  
Inside Sales \_\_\_\_\_  
Outside Sales \_\_\_\_\_  
Tech Support \_\_\_\_\_  
Installation/Service \_\_\_\_\_  
Management \_\_\_\_\_  
Total: \_\_\_\_\_

6. Briefly describe your company's primary business focus:  
\_\_\_\_\_  
\_\_\_\_\_

7. What markets segments does your company service/support?

Education: K-12 Higher Education/Universities/Colleges  
Government: Federal State Municipal/Local

Corporate: Small/Midsize Business Fortune 500/1000  
Vertical Market Expertise (if any) \_\_\_\_\_ (Manufacturing, Education, CAD, GIS, Textile, Construction, i.e.)

8. Does your company sell Hardware? \_\_\_\_\_ Software? \_\_\_\_\_

Please list your top 5 manufacturing partners for resale:

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_ (4) \_\_\_\_\_ (5) \_\_\_\_\_

9. Please describe the value-added services your company provides

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10. What percentage of business is sold via:

Telemarketing \_\_\_\_\_% Outside Sales \_\_\_\_\_% Walk in \_\_\_\_\_% Web \_\_\_\_\_%  
Print Advertising \_\_\_\_\_% Other ( Please identify ) \_\_\_\_\_%

11. Does your company offer training on its products? \_\_\_\_\_

Does your company deliver/install its products at the customer location? \_\_\_\_\_

Does your company offer customer site demonstrations on its products? \_\_\_\_\_

12. Identify your company's geographic business coverage area (i.e. Where do you have offices or resources to provide local support in sales and service?):

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13. What suppliers does your company carry that may compete with Interwrite Learning products?

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14. Why should your company be considered for authorization to resell Interwrite Learning products? List the value provided and the resources that would be committed to ensure a successful relationship. Please provide a summary of your target market strategy, product focus and resource deployment. (Attach a separate sheet if necessary to provide a complete business plan).

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15. List any other information that may be pertinent to helping us consider your application?

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