



TELVue CORPORATION
16000 HORIZON WAY, SUITE 500
MT. LAUREL, NJ 08054

Reseller Inquiry Questionnaire

Thank you for your recent inquiry to become a TelVue Certified Partner (TCP).

As part of the application process, we request that you provide a very brief overview of your company. This will help us understand how TelVue fits into your business and with your customer base. Please take a few minutes to provide brief responses to the following:

Company Information:

Company Name
Company Address
City

State

Zipcode

Company Phone
Company Website

Company Management:

President
Sales VP/Manager

Person filling out Questionnaire:

Name/Title
Phone
Email

- What is the overall nature of your business?
- What markets (cities/areas/states) do you serve?
- What is your target customer base (by application or vertical market, etc.)?
- Please describe your sales team. (How many, experience, training, etc.)
- Please describe your service/systems engineer team. (How many, certifications, etc.)
- Do you currently sell any TelVue competitor products? If so, which ones?
- How will TelVue products help you round out your offered solutions?
- How will your company, when selling TelVue products, expand our incremental business? (i.e. business that would not otherwise be sold by one of our existing partners).

Again, we're not asking you to write a comprehensive business plan. We want to understand how adding your company, as a TelVue certified reseller, will help us mutually grow and satisfy new customer needs. Thank you.

Please return this document to reseller@telvue.com