



U-NET
Easy Internet Access

U-Net Ltd
830 Birchwood Boulevard, Birchwood,
Warrington, Cheshire, WA3 7QZ
Tel: 01925 - 484444
Fax: 01925 - 484466
email: uvar@u-net.net
Web: http://www.u-net.net/

VALUE-ADDED RESELLER APPLICATION FORM



	COMPANY DETAILS	If the company is not a limited company, please provide names of the owners and current home addresses.	
Company Name:		Name:	
Address:		Address:	
Postcode:			
Contact Name:		Postcode:	
Position:			
Email address:		Name:	
Telephone:		Address:	
Fax:			
Web Site Address:	www.		
Company Reg.:			
VAT Reg.:		Postcode:	
Years in Business			
1. Primary Business: <input type="checkbox"/> Web Design Company <input type="checkbox"/> Computer Trade (dealer or var) <input type="checkbox"/> Computer Trade (Manufacturer) <input type="checkbox"/> Networking & Communications <input type="checkbox"/> Training Provider <input type="checkbox"/> Software Developer <input type="checkbox"/> General Consultancy <input type="checkbox"/> Other (please specify) _____		2. Approximate annual company turnover: (Excluding VAT and inter-co spends) <input type="checkbox"/> < £100,000 <input type="checkbox"/> £ 100,000 - £ 250,000 <input type="checkbox"/> £ 250,000 - £ 500,000 <input type="checkbox"/> £ 500,000 - £ 1M <input type="checkbox"/> £ 1M - £ 5M <input type="checkbox"/> £ 5M - £ 10M <input type="checkbox"/> > £ 10M	
3. What type of account do you require? <input type="checkbox"/> Credit Account <input type="checkbox"/> Cash with order If we are unable to provide you with a Credit Account, would you still like to proceed with the cash with order account <input type="checkbox"/> YES <input type="checkbox"/> NO How does your company intend to settle the account: <input type="checkbox"/> Cheque <input type="checkbox"/> BAC's <input type="checkbox"/> Credit Card			
4. What is your estimated monthly spend/sales with U-NET?		<input style="width: 100%;" type="text"/>	
5. Who is the primary person responsible for payment of your accounts?		<input style="width: 100%;" type="text"/>	



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6. What is the level of knowledge of your sales staff on the internet/WWW?

- Experts
 understand the basics
 user knowledge
 no knowledge

7. What level of business do you think you will be able to achieve per month?

Dial up Accounts (Single User)
(Average sales price £112)

- None
 01 - 05
 06 - 10
 10 - 15
 15+

Web Hosting
(Average sales price £350)

- None
 01 - 05
 06 - 10
 10 - 15
 15+

Dial up Accounts (Network)
(Average sales price £800)

- None
 01 - 05
 06 - 10
 10 - 15
 15+

Leased lines
(Average sales price £10,000)

- None
 01 - 05
 06 - 10
 10 - 15
 15+

all prices exclude VAT

8. What is your customer base and what percentage of sales are they responsible for ?

Customer Base	% of sales responsible
<input type="checkbox"/> Home Users	_____ %
<input type="checkbox"/> Small Business (1-50 employees)	_____ %
<input type="checkbox"/> Medium Business (50 - 500 employees)	_____ %
<input type="checkbox"/> Large Business (> 500 employees)	_____ %
<input type="checkbox"/> Education	_____ %
<input type="checkbox"/> Government	_____ %

9. If your company develops web sites, with whom do you host your client's sites?

10. Please supply two trade references

1.	2.
Company Name:	Company Name:
Contact Name:	Contact Name:
Job Title:	Job Title:
Telephone:	Telephone:
Email Address:	Email Address:

Thank you very much for supplying us with your company details. Please forward the completed pages to: Eric Vogel, channel sales manager at the address above. Please ensure that you have **fully completed all questions**. U-net will use this document to ascertain which level of reseller status your company will be granted. This information will be used by U-net only and details will not be disclosed to any third party without prior consent.

I have completed this document accurately and to the best of my knowledge all statements herein are correct and true.

Name: _____ Position: _____

Signature: _____ Date: ____/____/____



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VALUE-ADDED RESELLER REFERRAL FORM

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U-Net Ltd receives daily enquiries from clients wanting to purchase hardware, get advice on networking issues, web page design, etc. To ensure that our clients receive the best possible service, a referral scheme has been implemented. As a reseller you have the opportunity to join this exciting scheme providing you with sales prospects for your products and services. To ensure that we pass on the right prospects to your company, please detail below your full product/service range. We recommend that you enclose a sample of your company and product literature to be held on file in the U-Net sales department.

Please use space below to list your companies' products/services as well as a brief description of each product/service.