



System Integrator (South Asia) Application Form

Instructions:

- 1. Section A to be completed and signed by System Integrator**
- 2. Section B to be completed by Dell Sales Representative**
- 3. The original signed copy to be returned to Dell**

Section A (To be completed and signed by SI)

Company Structure and Financials

Company Information

Name of Company: _____
 Business Address: _____
 Main Contact Person: _____
 Telephone No. _____ Fax No. _____
 Email: _____ Website _____

Type of Entity Sole Proprietorship Partnership Company
Date of incorporation/registration: _____

Directors/Partners

<u>Name</u>	<u>Title/Position</u>
_____	_____
_____	_____
_____	_____

Please specify Bankers

Name of Bank: _____
 Address of Bank: _____
 Telephone No. _____ Account No. _____

Financial Performance: Last 3 financial years' information. *Please attach Annual Report & 3-years Audit Reports*

<u>Year</u>	<u>Sales</u>	<u>Profit (before tax)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Date of Financial Year end: _____

Profile of Company

How many years has your company been involved in PC related activities? _____
Total number of employees engaged in PC related activities _____

Number of employees by function

Sales Representatives _____
 Technical Support _____
 Software Development _____
 Consultants _____
 Field Engineers _____

Describe your company's principal business

- Software Development
- Consultant
- Others (Please specify: _____)
- Manufacturer
- System Integrator
- Dealer
- Value-added Reseller

How would you describe your principal business premises?

- Retail outlet
- Others (Please specify: _____)
- Showroom
- Offices

Services and Business Applications

In what way will you be adding value to the Dell systems?

- In-house software
- Integration solutions
- Providing education, consulting
- Communications products
- Sole marketing rights of software or hardware
- Providing end-user training and installation

What installation and continuing support services do you provide?

- Software maintenance
- On-site Field Service
- Software installation
- Others (Please specify: _____)
- User training
- Telephone support
- Documentation

What type of user environment do you operate in?

By system size

- Single user systems
- Medium scale systems (17 – 128 users)
- Small scale systems (2 – 16 users)
- Large scale systems (more than 128)

What are the markets which you serve?

- Banking/Financial services
- Manufacturing
- Communications
- ASP/ISP
- Networking
- Insurance
- Utilities
- Education
- Transportation
- CAD/CAM
- Medical and Healthcare
- Service industry
- Government (including military)
- Office Automation
- Others (Please specify: _____)

Products and System Sales

What types of computer products does your company buy?

- PC Hardware
- Network Hardware
- Peripherals
- Packaged Software

Which are the markets you sell, install & support?

- DOS
- Windows
- SCO
- Other Unix
- OS/2
- NT
- Netware
- LAN Manager
- 3Com
- Banyan

What other brands of PCs do you sell? _____

Do you have current distributor/reseller agreements with other PC manufacturers?

- No
- Yes (Please specify: _____)

How many Dell systems do you expect to deliver in the next 12 months?

Notebooks _____ Workstations _____
 Desktops _____ Storage _____
 Servers _____

Who is the exact End User entity of the Dell system?

- 1. _____ Public Sector Private Sector
- 2. _____ Public Sector Private Sector
- 3. _____ Public Sector Private Sector

What is your Value-add for each of the abovenamed End User? _____

Where appointment is at the End-User's election, please attach Letter of Confirmation from End User dated _____

By completing and signing this System Integrator Application Form, we confirm that we have read and agree to be bound by the prevailing Dell System Integrator Agreement – South Asia, Terms and Conditions, upon the approval of our application.

We hereby certify that the information supplied in this application is true and correct. We accept that the information supplied will be relied on in your consideration of our application. We undertake to inform you immediately of any material or substantial alteration to any of the information given in this application.

Name of Applicant: _____

Authorized Signature: _____

Name / Designation: _____ **Company Stamp:** _____

Commencement Date : _____

Section B (To be completed and signed by Dell Sales Rep)

Dell Sales Representative

Name:

Telephone No:

Please provide in the space below the business justification for the appointment of this SI. Include the Purchase Order value, End User and whether it is a one time deal, value add of SI, margins.

SI Legal Name :

SI Code #:

Territory :

Nature of Deal (one time/long term) :

PO Value :

Approved Account(s) :

LOB & Units

Discount :

Value Add :

Reason for appointment :

Payment Method :

If Nature of Appointment is long term,

Annual Commitment :

APPROVED BY DELL MANAGEMENT.

Signed for and on behalf of Dell,

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Lui Lee Peng

South Asia Contracts Manager