

IBM Sales Assistance Program - Latin America

Application Form

BUSINESS PARTNER INFORMATION

Name of Contact for Business Partner Firm: _____

Company Name (Legal name): _____

Other Names Under Which This
Company Does Business _____

Mailing Address: _____

Address 2: _____

City: _____

State / Province: _____

Zip / Postal Code: _____

Country: _____

Telephone No./Extension (xxx-xxx-xxxx): _____

Fax No. (xxx-xxx-xxxx): _____

E-mail Address: _____

Date Company Established: _____

Is the above information for:
(please select one)

Headquarters of the Company

A Division

BUSINESS PARTNERS MISSION AND PRODUCT OFFERINGS

Business Partner's Core Business:

What are your goals in forming a relationship with IBM?

Existing and Potential Hardware/Software/Services Relationships:

Eligible Product Categories:

The following Product Categories are only available to IBM Business Partner -- Software Program Premier and Advanced companies. To become approved for any of these Product Categories, your firm must have at least one IBM Business Partner -- Software Program certification in the requested Category (by having a certification on any of the programs included in the category) or e-business certification.

Product Categories

<input type="checkbox"/> APPLINT - IBM Application Enabling and Integration	<input type="checkbox"/> SECURE - Secureway
<input type="checkbox"/> CONTMGMT - Content Management	<input type="checkbox"/> SYSMGMT - Systems Management
<input type="checkbox"/> DBMGMT - Database Management	<input type="checkbox"/> TRANSYS - Transaction Systems
<input type="checkbox"/> E-COMM - E-Commerce	<input type="checkbox"/> VOICE - Voice
<input type="checkbox"/> OPSYS - Operating Systems	<input type="checkbox"/> Lotus
<input type="checkbox"/> KnowledgeManagement/eLearning	

OTHER COMPANY INFORMATION

1. Has there been any change in company ownership in the past 18 months? Yes No
If so, describe:

2. Is this company a subsidiary of a parent company of another company, or owned by a holding company? Yes No
If yes, explain:

3. Is this company in the leasing business, or an equipment broker? Yes No
If yes, explain:

4. Does this company, any predecessor, or any officer of this company currently have a Sales Agent Agreement with IBM? Yes No
If yes, explain:

5. Is there any litigation pending against this company? Yes No
If yes, describe:

6. Are there any outstanding judgements against this company? Yes No
If yes, describe:

7. List names of the Owner(s), CEO and President of the firm responsible for the proposed IBM Authorized Business Partner relationship and their previous employer.

8. Have any owner(s), Vice Presidents, Directors or higher level executives ever been involved in a legal dispute with IBM? Yes No

9. Are you currently a PartnerWorld for Software member? Yes No

If yes, please note your number: _____
List all additional locations that will be operating under this agreement.

YOUR SIGNATURE IS REQUIRED

The statements provided in this application are accurate to the best of my knowledge. If approved as an IBM business partner I understand that inaccurate information may be grounds for IBM to terminate any resulting IBM Business Partner Agreement. I represent that the information in this application is not confidential and I understand that there is no restriction on IBM use of it. IBM may contact any person or institution identified in this application for the purpose of verifying information contained in this applications.

Print Your Name: _____

Your Signature: _____

Date: _____