
Company Information:

Company Name _____
DBA _____
Address _____
City _____ State/Province _____ Postal/Zip Code _____
Country _____
Primary Contact _____ Contact Phone: _____
Contact e-mail: _____ Invoicing Email: _____

Number of years in Business? _____
Principal Owner: _____
Other owner(s): _____
Other contact(s): _____

Type of Business: _____
Size of Business: Corporation / Partnership / Proprietorship / Individual
Federal Tax ID # and or D&B# _____
Current Partnerships: _____
Primary Customer or Market: _____

Home Page: _____
Business e-mail Address: _____

Banking Information:

Bank Name: _____ Phone _____
Address _____
City _____ State/Province _____ Postal/Zip Code _____
Country _____
Account Type _____ Account Number _____

Applicant Information:

Name _____
E-mail _____ Phone _____
Date _____

Market and Marketing Questionnaire:

1. What geographic region do you sell to (Country/Regional/National) _____
2. What is the current circulation of your catalog? _____
3. What is the conversion rate of your web sales? _____
4. What % of annual volume is :
Education ___ Government ___ SMB ___ Consumer ___
5. What is your average annual sales volume? _____
6. How many sales Inside Reps _____ Outside Reps _____ Location _____
7. What trade shows do you sell at? _____
8. End user support or training? Explain _____
9. Would you like single license purchases or a long term contract? _____
10. What dollar amount of Farstone Product do you expect to sell in:
6 months _____ 12 months _____
11. What added value do you add to your customers? _____
12. Do you have an immediate need, or pending order? Explain _____
13. Please select which products you are interested in:

Total Backup Recovery Advanced Server	
Total Backup Recovery Advanced Workstation	
Total Backup Recovery Server	
Total Backup Recovery Suite For Storage	
TotalRecovery Pro	Total Deploy
VirtualDrive Network	TotalShredder USB
TotalRecovery USB	RestoreIT
VirtualDrive	SyncBee
DriveClone System Recovery	Others: _____