

Guardian Telecom Channel Partner Survey

Thank you for expressing interest in becoming a Guardian Telecom Authorized Distributor. The Guardian product and service line can make a solid contribution to your bottom-line and to your customer retention.

As a first step in the process could you please answer the following questions and return this to us.

1. Company Trade and Legal names and Web-site address
2. What is your main business?
3. What are your secondary business lines or services?
4. How many years in business?
5. Private or Public Company?
6. List Executive Team, especially president and most senior sales management
7. How big is your sales force? (inside vs. outside)?
8. How do you compensate your sales staff?
9. How do you promote your main products/services today?
10. How would you promote our products?
11. What areas/countries do you sell into?
12. Who are your customers (some company names and industries)?
13. Do you have government and/or military contracts? If yes, please describe.
14. What would you estimate to be yearly sales of Guardian Telecom products (years 1/2/3) and what Guardian products would you anticipate selling the most?
15. Please provide contact information from other North American or European manufacturers you represent.
16. What timelines are you proposing and when would you anticipate timing and size of first sale of Guardian products?
17. Briefly describe how the Guardian Telecom product line would be a good fit for your business.
18. Briefly describe how your company would be a good Channel Partner for Guardian Telecom.
19. Provide full mailing address, telephone number, fax number and email address of corporate office
20. Provide location(s) of relevant regional office(s), complete with telephone and fax numbers and email addresses

Thank you for your interest. Please feel free to include any other information or material you feel would provide Guardian Telecom with additional, useful insight into your company.

I look forward to your reply.

Best regards,

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