



# MarkMagic Partner Profile

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**Company Name:** \_\_\_\_\_

**Contact(s):** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Telephone (\_\_\_\_)** \_\_\_\_\_ **e-mail:** \_\_\_\_\_ **www.** \_\_\_\_\_

## A) DESCRIBE YOUR PRODUCTS

1. List the names and versions of your application software:

Name: \_\_\_\_\_ Version: \_\_\_\_\_ Type: ERP, WMS, Other: \_\_\_\_\_

Name: \_\_\_\_\_ Version: \_\_\_\_\_ Type: ERP, WMS, Other: \_\_\_\_\_

Name: \_\_\_\_\_ Version: \_\_\_\_\_ Type: ERP, WMS, Other: \_\_\_\_\_

2. What platforms do you currently support and what plans, if any, for additional platforms?

### Currently Supported

- \_\_\_\_\_ IBM iSeries
- \_\_\_\_\_ Windows NT/2000/XP
- \_\_\_\_\_ Linux
- \_\_\_\_\_ Sun OS
- \_\_\_\_\_ Mac OS
- \_\_\_\_\_ Unix, specify: \_\_\_\_\_
- \_\_\_\_\_ Mainframe
- \_\_\_\_\_ % Other: Describe: \_\_\_\_\_

### Planned

- \_\_\_\_\_ IBM iSeries
- \_\_\_\_\_ Windows NT/2000/XP
- \_\_\_\_\_ Linux
- \_\_\_\_\_ Sun OS
- \_\_\_\_\_ Mac OS
- \_\_\_\_\_ Unix, specify: \_\_\_\_\_
- \_\_\_\_\_ Mainframe
- \_\_\_\_\_ % Other: Describe: \_\_\_\_\_

3. What is the total number of installations of your software? \_\_\_\_\_

4. What is the total number of customers? \_\_\_\_\_

5. In what geographic areas do you operate?  
\_\_\_\_\_  
\_\_\_\_\_

6. Please indicate the industries that you support:  
\_\_\_\_\_  
\_\_\_\_\_

7. How do you market your products?

- \_\_\_\_\_ Direct sales
- \_\_\_\_\_ Internet
- \_\_\_\_\_ Advertising
- \_\_\_\_\_ Trade Shows
- \_\_\_\_\_ Channel sales
- \_\_\_\_\_ Other: Describe: \_\_\_\_\_

**B) DESCRIBE YOUR BUSINESS**

1. Describe your business mix: (% of revenue)

**Current**

- \_\_\_\_\_ % Custom coding
- \_\_\_\_\_ % Sell and install hardware
- \_\_\_\_\_ % Sell and install software
- \_\_\_\_\_ % Systems printers
- \_\_\_\_\_ % Data processing consulting
- \_\_\_\_\_ % Labels/Tags
- \_\_\_\_\_ % Other: Describe: \_\_\_\_\_

**Planned**

- \_\_\_\_\_ % Custom coding
- \_\_\_\_\_ % Sell and install hardware
- \_\_\_\_\_ % Sell and install software
- \_\_\_\_\_ % Systems printers
- \_\_\_\_\_ % Data processing consulting
- \_\_\_\_\_ % Labels/Tags
- \_\_\_\_\_ % Other: Describe: \_\_\_\_\_

2. Identify which printers you sell/maintain:

_____ Manufacturer	_____ Model	_____ Maintain?	_____ Resell?
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

3. How many employees do you have? (employees should only be counted once)

- \_\_\_\_\_ Sales
- \_\_\_\_\_ Development
- \_\_\_\_\_ Support
- \_\_\_\_\_ Other: Describe: \_\_\_\_\_
- \_\_\_\_\_ Total employees

4. Please indicate your company's involvement with the following:

	<b>Sell</b>	<b>Provide Services</b>
RFID	_____	_____
Bar Code Printing	_____	_____
EDI and UCCNet	_____	_____
Data Collection	_____	_____
Labels and Ribbons	_____	_____

Additional Comments: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

6. Describe your company mission:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_