



Quintel Reseller and Channel Partner Program

Quintel's two-tiered reseller and channel program sells to and supports world class wireless carriers. Quintel is committed to working with partners to provide training, technical resources, and sales support for qualified prospects. Our focus is narrow and deep. We seek to jointly work on sales opportunities with organizations that possess a demonstrated capability and commitment to complete a potentially long and complicated sales cycle.

A business plan that includes the requested information below can be submitted in lieu of the questionnaire. Additional relevant materials, such as vendor certifications, are welcome. We will sign a non-disclosure agreement (NDA) before submission. Complete the NDA form and e-mail to channelprogram@quintelsolutions.com or fax to +1 650-472-9186. A signed copy will be returned to you within two business days.

* Required information

First Name: *

Last Name: *

Title: *

Company: *

Email address: *

Phone: *

Country: *

Section 1: Describe Your Business

Company overview

Market focus

Geographic coverage

Areas of specialization, e.g., applications and core competencies

Customers and partnerships

Section 2A: Industry Experience – With Telecommunications Equipment

What products and services do you sell?

What vendor authorization and/or certified trained employee programs have been awarded to or completed by the company?

Section 2B: Industry Experience - With Wireless Operators

With which wireless operators do you have business relationships?

Approximately what proportion of your business is related to wireless carriers?

Section 3: Business Resources

Annual revenues from telecommunications products

How many dedicated staff resources (sales, support, other)?

Do you stock inventory and are a title-taking reseller? What products do you stock?

Section 4: Business Goals

What is your two year business goal?

How does working with Quintel enhance your business proposition?

What specific application(s) or solution(s) can you provide?

Section 5: Working Together

Are you willing to become a certified Quintel channel partner? This may include certification training, either leader-led or via distance learning.

Are you willing to maintain a Quintel qualified and trained person on your staff?

Is your business prepared to stock inventory, spares and parts to support a Quintel network installation? This may require an investment in inventory.

Section 6: Open Discussion

Why do you want to be a Quintel channel partner?

Accompanying Documents (check all that apply)

Non-Disclosure Agreement

Business Plan

Vendor Certifications