



ABERDEEN LLC
9130 Norwalk Boulevard
Santa Fe Springs, CA 90670
562-699-6998 Fax 562-695-5570
www.aberdeeninc.com

WELCOME TO ABERDEEN'S CHANNEL PARTNER PROGRAM

Thank you very much for your interest in Aberdeen's Channel Partner Program. This program, with its many benefits, is open to Resellers, Value Added Resellers, Solution Providers and OEMs. Here is a sample of the benefits you will enjoy as a valued member of Aberdeen's Authorized Channel Partner Program:

- Discounted pricing
- Lead referrals
- Sales incentives
- Deal registration
- Express access to unlimited, free technical support
- Your account executive is your single source of contact for all Aberdeen needs.
 - Sales
 - Product Information
 - Production Expediting
 - Customer Service
 - Technical Support
 - RMA
 - Accounting
- Priority treatment by all Aberdeen departments
- Direct access to Aberdeen management

Our application is quick and easy. Simply fill out the following three forms and fax them to your Aberdeen Account Executive at (562)695-5570 or send an email to us at SalesInfo@aberdeeninc.com. If you don't currently have a representative, just fax it to the attention of Channel Sales.

The three forms are as follows:

- Channel Partner Profile
- Credit Application
- Resale Certificate

Thank you again for your interest in our Authorized Channel Partner Program. We look forward to providing the products, services and competitive edge needed to win deals in today's marketplace.



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CHANNEL PARTNER PROFILE

Company Name: _____ **Date:** _____
Address: _____
City/State/Zip: _____
Phone/Fax: _____
URL: _____

1. Which category best describes your business focus?

- Reseller VAR OEM
 Solution Provider Retail Store Other _____

2. How many people does your company employ? _____

3. How many years have you been in business? _____

4. What were your company's total gross revenues last year?

- Less than \$500,000 \$500,000 to \$1,000,000 \$1,000,000 to \$10,000,000
 \$10,000,000 to \$50,000,000 over \$50,000,000 Not Available

5. Which of the following systems/servers/storage do you currently resell?

- IBM Dell HP EMC Other _____

6. Do you assemble your own systems? Yes No

If yes, approximately how many units per month? Desktop _____ Server _____

7. Which of the following certifications does your company hold?

- IBM Intel HP VMware Cisco Microsoft
 Other(s) _____

8. What is your primary target marketplace/environment? _____

9. Which of the following services do you offer your customers?

- Network Management Help Desk Installation
 Hardware Maintenance Consulting

10. In the space below, please let us know how you found Aberdeen and what Aberdeen products are of interest to you.



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CHANNEL PARTNER CREDIT APPLICATION

Account Executive _____

Net Terms Line Requested \$ _____

C.O.D. Company Check

For Aberdeen Internal Use Only

Customer ID: _____ Date: _____

Credit Line: _____ By: _____

Company Information

Trade Name _____

Phone Number _____ Fax Number _____ E-Mail Address _____ URL _____ Years in Business _____

Billing Address (Street or PO Box) _____ Shipping Address (if different) _____

City, State, Zip _____ City, State, Zip _____

Type of Organization Corporation Sole -Ownership Partnership LLC dba Other _____

If a Corporation, Name(s) of Owner(s) _____ Owner's Home Telephone Number _____

Party legally responsible for paying bills _____ D & B Number _____

Bank Reference

Name of Bank _____ Bank Account Number _____

Address of Bank _____

Contact at Bank _____ Phone of Contact at Bank _____

Trade References

Name _____ Account Number _____

Full Address _____

Contact _____ Phone of Contact _____

Name _____ Account Number _____

Full Address _____

Contact _____ Phone of Contact _____

Name _____ Account Number _____

Full Address _____

Contact _____ Phone of Contact _____

In consideration of and in order to induce Aberdeen LLC to establish an account under the terms selected above based on the forgoing application, the undersigned promises to pay for purchases in accordance with the established terms of sales. If for any reason the undersigned is unable to pay for purchases when due, the undersigned agrees to pay and authorizes Aberdeen LLC to bill my/our account interest computed at the rate allowed by law, against any past due amount owing on my/our account. In the event it becomes necessary for Aberdeen LLC to incur collection costs or institute legal action to collect any amount due under this agreement or any portion thereof, the undersigned promises to pay such additional collection costs, charges and expenses, to include reasonable attorneys' fees.

Signature _____

Title _____

Printed Name _____

Date _____

RESALE CERTIFICATE

I HEREBY CERTIFY:

1. I hold valid seller's permit number: _____

2. I am engaged in the business of selling the following types of tangible personal property:

3. This certificate is for the purchase from Aberdeen LLC of the item(s) listed in paragraph 5 below.

4. I will resell the item(s) listed in paragraph 5, which I am purchasing under this resale certificate in the form of tangible personal property in the regular course of my business operations, and I will do so prior to making any use of the item(s) other than demonstration and display while holding the item(s) for sale in the regular course of my business. I understand that if I use the item(s) purchased under this certificate in any manner other than as just described, I will owe use tax based on each item's purchase price or as otherwise provided by law.

5. Description of property to be purchased for resale:

Name of Purchaser:	
Signature of Purchaser, Purchaser's Employee or Authorized Agent:	
Printed Name of Person Signing:	Title:
Address of Purchaser:	
Telephone Number:	Date:

Aberdeen Internal Use Only	
Customer ID:	
Date Received:	By:
Date Entered in GM:	By:
Date Entered in SBT:	By: