



Hutton Communications, Inc. Value-Added Reseller Application

This application is for the appointment of your company to be a Hutton Communications Authorized Professional Value-Added Reseller (VAR). By filling out the application, you, as a representative of your organization, indicate your intention to formally participate in Hutton's VAR program*. The program is designed to bring specific benefit and support to VARs through sales, marketing, training, pricing support, and to assist in the delivery of integrated solutions to your customers.

I. Company Information

Company (Legal Name) _____ Date _____

Business/Street Address _____

City _____ State _____ Zip _____ Website URL _____

Business Phone _____ Business Fax _____

Legal Status (check one) Corporation Partnership** Proprietorship LLC

Primary Contact Name (**General Partners) _____ Title _____ E-mail _____

Secondary Contact Name _____ Title _____ E-mail _____

Do you have any separate or branch operations different than the above address? No Yes (please identify)

Name: _____ Address: _____

Name: _____ Address: _____

Name: _____ Address: _____

Which of the following best describes your company? (check all that apply)

- Application VAR Contractor Interconnect VAR
- System Integrator Wireless ISP Network Integrator/Technical VAR

Revenues: (check one)

- Less than \$500,000 \$500,000 - \$999,999 \$1,000,000 - \$2,500,000 \$2,500,000 - \$6,000,000
- More than \$6,000,000

II. Personnel

Number of Full Time Employees: _____ Number of Technicians/Installers: _____

Number of Full Time Sales Personnel: _____ Sales Manager's Name: _____

Service Manager's Name: _____

Contact information for lead referrals:

Name _____ Phone _____ E-mail _____

*The ultimate care will be taken to ensure the VAR channel is not diluted by unqualified participants. Not all applications will be accepted. Application status will be sent via e-mail upon consideration.

III. Identify Service Equipment Used

Test Function	Manufacturer	Model	Frequency
Communications Monitor	_____	_____	_____
Spectrum Analyzer	_____	_____	_____
RF Signal Generator	_____	_____	_____
Frequency Measurement	_____	_____	_____
Modulation/Deviation Measurement	_____	_____	_____
Power Output/SWR Measurement	_____	_____	_____

IV. Technical/Product Certifications

Supplier	Product/Model	Certification	Date:
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

V. Business Activity

Are you involved in the installation/integration of products other than wireless? Yes No

If Yes, please list other product: _____

VI. Current Product Suppliers

Product Type:	Supplier:
Towers	_____
Antennas	_____
Coax	_____
Microwave Radios	_____

VII. Vertical Markets Served

Vertical Market	Percent of Total Revenue
_____	_____
_____	_____
_____	_____
_____	_____

VIII. Business Background and Experience

Please provide a brief company background or attach a corporate brochure to this application.

IX. Installation/Integration

Please give a brief synopsis of some of your most notable installation/integration projects or attach a corporate resume.

