



Thank you for your interest in becoming a VirtualQube Authorized Partner. All prospective partners wishing to become an Authorized Partner must complete an application for our review. When completed please email this application to [sales@VirtualQube.com](mailto:sales@VirtualQube.com) or fax to 206.260.3613. Upon receipt, your application will be reviewed, and when approved you will be sent a partner agreement to execute within 30 days of this application.

### Partner Levels

What Partner Level are you interested in.    VIP _____    VSP _____ VRP _____ *Please see attached Partner Levels Sheet for in detail of each offering.
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### PARTNER INFORMATION

Company Name:
Contact Name:
Contact Title:
Email Address:
Phone:
Fax:
Billing Address:
Shipping Address:
Duns #
Tax ID #
Web Address:

### COMPANY INFORMATION

How many years has your company been in business?
What are the primary products/services your company offers?
How many Sales Professionals do you have on staff?
How many Technical Professionals do you have on staff?

### SALES INFORMATION

What are your year-to-date gross sales?
What are your previous year's gross sales?
What is the primary market that your company targets?
What percentage of your total sales is from Hardware? %
What percentage of your total sales is from Software? %
What percentage of your total sales is from Services? %
What percentage of your total sales is from Managed Services or recurring revenue contracts? %

### SALES CONTACT INFORMATION

<b>Primary Sales Contact:</b>
Title:
Phone:
Cell:
Certifications:
<b>Secondary Sales Contact:</b>
Title:
Phone:
Cell:

### TECHNICAL CONTACT INFORMATION

<b>Primary Technical Contact:</b>
Title:
Phone:
Cell:
Certifications:
<b>Secondary Technical Contact:</b>
Title:
Phone:

Cell:
Certifications:

## MARKETING INFORMATION

How does the typical customer learn about your company?
What is the current marketing strategy for your company?
What is your annual marketing budget?
Additional Information that makes your company unique:

I certify that the above information is true and correct, and wish to be considered as a VirtualQube Authorized Partner.

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Printed name/title: \_\_\_\_\_

Company name/title: \_\_\_\_\_

*For Internal Use Only*
Approval Signature: _____
Date: _____

## VirtualQube Partner Program Levels

VirtualQube Integration Partner (VIP) – Perfect for IT Value Added Resellers, Managed



Service Providers, and other firms who design, implement and manage VirtualQube hosting solutions. VirtualQube Integration Partners should have demonstrated expertise implementing and supporting SMB computer systems and working with Terminal Services or Citrix technologies. VirtualQube Integration Partners handle every aspect of the customer relationship and bundle in their own consulting services. Become a VIP today and gain immediate access to a world class hosting platform you can trust. Our partners receive a complete business in a box hosting solution with professional, expert support available 7x24x365, and all the tools and documentation you need, such as marketing/sales, business, and technical materials including migration project plans. VIPs enjoy protected margins, wholesale pricing, and a strong partnership with our team.

**VirtualQube Sales Partner (VSP)** - Perfect for firms or individuals who provide Information Technology or related outsourcing services to small businesses, but do not provide hands on technical services. VirtualQube provides all the materials VSPs require to build a cloud hosting business. VSPs will handle the sales process, with training and assistance from the VQ sales team. You close the deal and submit an order to VirtualQube; we will handle everything from there. Plus, we pay you a monthly commission on all transactions. This can generate a healthy recurring revenue stream and a strong platform to enable your outsourcing services.

**VirtualQube Referral Partners (VRP)** - Confidently refer associates or colleagues and receive a generous one time commission or gift for each referral who signs a VirtualQube hosting contract. Just send us a name and we will take care of everything. VirtualQube Referral Partners can choose from the following: a one-time commission for each referral who becomes a VQ customer (requires a W9/1099 on file); an American Express Gift Certificate; or a contribution to the charitable organization of their choice.

#### **How Do You Become A VirtualQube Partner?**

- 1. Contact a VirtualQube Representative.**
- 2. Complete a Partner Application.**
- 3. Complete VirtualQube Sales Training.**
- 4. Attend a Joint Webinar with your VirtualQube Technical Support Team.**
- 5. Identify Five Prospects.**
- 6. Start Onboarding!**

**Contact a VirtualQube Representative for assistance in choosing the right program for you.**