

# COMPAQ AUTHORIZED RESELLER

## Commercial Business System Products

### WHAT IT CAN MEAN FOR YOU

We are offering an exciting program of tools, training, assistance, and incentives to resellers who would like to sell quality Compaq commercial business system products. Our program's goal is simple – we want to give you everything you need to increase your profits and enhance your recognition as a premier provider of computer products and business solutions. We have developed an inclusive program designed to increase your profits through Compaq sales. The Compaq Authorized Reseller Program includes access to:

- Comprehensive Sales Training
- Outstanding Technical Support
- Dynamic Marketing Materials
- Superior Sales Support
- New Product Announcement Materials

In addition to these comprehensive benefits your certification as a Compaq Authorized Reseller can lead you to ActionPaq, a collection of marketing support programs designed to produce record-breaking sales and profits for your business. By participating in ActionPaq, you'll have access to marketing funds, demo and evaluation units, sales leads, advertising programs, and more.

### PROGRAM REQUIREMENTS

The Compaq Authorized Reseller designation is granted on a location-by-location basis to resellers who meet the following requirements:

- Meet and agree to all the Reseller Authorization Requirements, then successfully complete a periodic review and renewal of Compaq Authorized Reseller status
- Maintain annual Compaq Sales Certification training
- Sell \$25,000 per calendar quarter of Compaq product per authorized location
- Maintain access to the internet and provide access to e-mail
- Demonstrate a value add by meeting one or more of the following criteria:
  - Certification from an approved networking vendor indicating expertise in connectivity or systems integration:
    - Microsoft Solution Provider Member
    - Microsoft Solution Provider Partner
    - Novell Gold Partner
    - Novell Platinum Partner
    - SCO Premier Partner
  - Proprietary software or hardware solution or exclusive selling rights or territory for a solution
  - Approved vertical market expertise in a Compaq targeted market.
  - Demonstrated expertise selling into and supporting the small/medium business market segment

Please keep in mind that meeting the above requirements does not ensure Compaq Authorization.

There are additional requirements for authorization for enterprise class products, or for resellers who sell primarily over the internet.

### SUCCESSFUL RELATIONSHIPS BEGIN HERE

Compaq invites you to review these comprehensive benefits and then fill out an application to become a Compaq Authorized Reseller. For additional information and to request a Compaq Reseller Application Kit, please contact any one of these Compaq Authorized Channel Headquarters:

Dartnell	(716) 248-8899 x236	PC Wholesale	(800) 525-4727 x2140
Gates/Arrow	(800) 332-2222	Pinacor	(800) 746-2267 x64899
Hall-Mark Computer	(800) 927-3454 x219	Savior	(800) 341-9744 x3605
Inacom Corporation	(800) 843-2762 x4355	Synnex	(864) 987-4091
Ingram Micro	(714) 566-1000 x24225	Tech Data	(800) 237-8931 x83120
Keylink	(800) 832-4322 x5139	Total Tec	(800) 634-2588 x149
Merisel, Inc.	(800) 201-1322	Wyle	(800) 332-6995



Thank you for your interest in Compaq