

Versa**IMAGE** SOFTWARE CORPORATION

DEALER DATA INQUIRY

1. WHAT IS THE COMPLETE NAME OF YOUR COMPANY?

Doing Business as: _____

COMPANY NAME TELEPHONE NUMBER: _____

E-MAIL ADDRESS: _____

ADDRESS: _____

CITY STATE ZIP: _____

2. WHO ARE THE PRINCIPALS IN YOUR COMPANY?

PRESIDENT: _____

VICE-PRESIDENT: _____

GENERAL MANAGER: _____

IMAGING SALES MANAGER: _____

SERVICE MANAGER: _____

3. WHAT TYPE OF SERVICES/SALES DOES YOUR FIRM OFFER?

LIST YOUR CURRENT DEALER/DISTRIBUTORSHIPS FOR THE FOLLOWING:

A. DOCUMENT SCANNING SERVICES: _____

B. MICROFILMING SERVICES: _____

C. MICROFILM EQUIPMENT SALES: _____

D. COPY MACHINE SALES AND SERVICE: _____

E. COMPUTER SERVICES ONLY: _____

F. COMPUTER HARDWARE AND SOFTWARE SALES: _____

G. IMAGING SOFTWARE SALES: _____

H. COMPUTER NETWORK Sales and Support: _____

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5. HOW MANY IMAGING RELATED SALES PERSONS DO YOU EMPLOY? _____

6. DO YOU SELL INTO VERTICAL MARKETS? (Bank Sales Specialist..)_____

7. WHAT ARE YOUR PRIMARY MARKETS? _____

PLEASE LIST THE APPROXIMATE PERCENTAGE OF YOUR BUSINESS IN EACH OF THE FOLLOWING CATEGORIES:

- | | |
|-------------------------------|--------------------------|
| A. FEDERAL GOVERNMENT % | H. INSURANCE COMPANIES % |
| B. STATE GOVERNMENT % | I. OIL COMPANIES % |
| C. COUNTY GOVERNMENT % | J. BANKS % |
| D. CITY GOVERNMENT % | K. MANUFACTURERS % |
| E. BLUE CROSS/BLUE SHIELD % | L. DEPARTMENT STORES % |
| F. STOCKBROKERS % | M. UTILITIES % |
| G. TRANSPORTATION COMPANIES % | |

8. ARE YOU ON ALL GOVERNMENT BID LISTS FOR YOUR AREA?

9. WHICH GEOGRAPHIC AREAS DO YOU COVER (Counties?)

SALES AND SERVICE - LIST STATES,

COUNTIES, RADIUS IN MILES AROUND CITY, ETC.

10. HOW MANY SERVICE PEOPLE DO YOU EMPLOY? _____

12. PLEASE INDICATE YOUR SERVICE CAPABILITY:

COMPUTER TECHNOLOGY CAPABILITY:

MICROSOFT WINDOWS CERTIFIED?

List OS: Win 98, NT, Win 2000, XP-Pro

SQL trained?

NETWORK SUPPORT: _____

MICROFILM EQUIPMENT &/or SCANNER SERVICE: _____

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COPY MACHINE SERVICE:

OTHER SERVICE CAPABILITIES:

14. BESIDES DOCUMENT IMAGING SOFTWARE ARE YOU INTERESTED IN SELLING COMPUTER Equipment?

16. WHAT ARE YOUR APPROXIMATE ANNUAL SALES? _____

17. TOTAL IMAGING SALES? _____

17. HOW MANY IMAGING SYSTEMS DO YOU EXPECT TO SELL PER YEAR?

FIRST YEAR: _____

SECOND YEAR: _____

THIRD YEAR: _____

18. PLEASE LIST ANY QUESTIONS YOU WOULD LIKE ANSWERED BY VERSAIMAGE SOFTWARE CORPORATION.

19. WOULD YOUR COMPANY BE ABLE TO SEND SERVICE PERSONNEL TO DETROIT POR TRAINING? _____

TRANK YOU FOR YOUR INTEREST IN VERSASOFTWARE PRODUCTS
REV. 06/01

VERSAIMAGE SODTWARE CORPORATION

BUSINESS CREDIT APPLICATION:

Date:

Business Name Date

Address

City State Zip Code

Owner/Manager Telephone No.

How long in business D&B Rated

Trade References:

Name Address

Name Address

Name Address

Name Address

Credit line requested \$

Pending Lawsuits Against Company:

The undersigned authorizes inquiry as to credit information. We further acknowledge that credit privileges, if granted, may be withdrawn at any time.

Signature of Applicant and TITLE

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