

Prior to beginning the application process, please be sure that you have the necessary information available. [Click here](#) to preview the application in entirety and collect the required information before you begin. Please note: application submission does not automatically designate your organization as a Packeteer partner. Your application must first be approved by a Packeteer Channel Manager and partnership requirements must be met.

## Company Location

Asterisk (\*) indicates required field.

*Company Name:	<input type="text" value="ABC Company"/>
*Address:	<input type="text" value="123 Main Street"/>
Address 2:	<input type="text"/>
*Country:	USA
*City:	<input type="text" value="Anytown"/>
*State/Province:	<input type="text" value="- CA"/> 
*Postal Code:	<input type="text" value="12345"/>
*Main Telephone Number:	<input type="text" value="800-555-1111"/>
*Fax Number:	<input type="text" value="800-555-1112"/>
*Web Site:	http:// <input type="text" value="www.abccompany.com"/>

Continue

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

\* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

---

## Add Contacts

Asterisk (\*) indicates required field.

*First Name:	<input type="text" value="Bob"/>
*Last Name:	<input type="text" value="Smith"/>
*E-mail:	<input type="text" value="bsmith@abccompany.com"/>
*Phone Number:	<input type="text" value="800-555-1113"/>
*Fax Number:	<input type="text" value="800-555-1112"/>

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

\* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

---

### Add Contacts

Asterisk (\*) indicates required field.

*First Name:	<input type="text" value="Jane"/>
*Last Name:	<input type="text" value="Brown"/>
*E-mail:	<input type="text" value="jbrown@abccompany.com"/>
*Phone Number:	<input type="text" value="800-555-1114"/>
*Fax Number:	<input type="text" value="800-555-1112"/>

---

**Smith, Bob**  
800-555-1113  
800-555-1112  
bsmith@abccompany.com

Step 1 -----> **Step 2** -----> Step 3 -----> Step 4 -----> End

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

\* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

---

### Add Contacts

[Enter another contact.](#) | [Finished entering contacts.](#)

---

Step 1 -----> **Step 2** -----> Step 3 -----> Step 4 -----> End

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

\* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

---

## Add Contacts

[Enter another contact.](#) | [Finished entering contacts.](#)

**Brown, Jane**

800-555-1114

800-555-1112

jbrown@abccompany.com

**Smith, Bob**

800-555-1113

800-555-1112

bsmith@abccompany.com

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

### \* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

## Add Contacts

Asterisk (\*) indicates required field.

*First Name:	<input type="text" value="Lisa"/>
*Last Name:	<input type="text" value="Taylor"/>
*E-mail:	<input type="text" value="ltaylor@abccompany.com"/>
*Phone Number:	<input type="text" value="800-555-1115"/>
*Fax Number:	<input type="text" value="800-555-1112"/>

### **Brown, Jane**

800-555-1114

800-555-1112

jbrown@abccompany.com

### **Smith, Bob**

800-555-1113

800-555-1112

bsmith@abccompany.com

Step 1 -----> **Step 2** -----> Step 3 -----> Step 4 -----> End

## Contacts

Please provide contact information for the following roles within your organization:

President\* | Primary Sales Contact\* | Primary Technical Contact\*

\* Required contacts

Select continue to add additional contacts. When finished entering all your contacts, select Finish Entering Contacts to assign contacts to the required roles. Any additional contacts will not have assigned roles, but will be associated with the account. You may assign multiple roles to a single contact (i.e. John Doe - Title: President can be assigned both President and Primary Sales Contact Roles).

---

## Add Contacts

[Enter another contact.](#) | [Finished entering contacts.](#)

**Brown, Jane**

800-555-1114

800-555-1112

jbrown@abccompany.com

**Smith, Bob**

800-555-1113

800-555-1112

bsmith@abccompany.com

**Taylor, Lisa**

800-555-1115

800-555-1112

ltaylor@abccompany.com

Asterisk (\*) indicates required field.

**Company Profile****General Information**

Year Established (YYY):

1999

Distributor Used (Packeteer):

ADN Distribution GmbH

Distributor Used (other):

**Sales History**

Annual Revenue\*: (please enter a whole number)

1000000

Hardware as %

of annual revenue\*:

5 percent or less

Software as %

of annual revenue\*:

6 to 20 percent

Services as %

of annual revenue\*:

21 to 30 percent

**Employee Information**

Total number of employees\*: (please enter a whole number)

50

Number of

Sales employees\*: (please enter a whole number)

20

Number of

Engineering employees\*: (please enter a whole number)

20

**Packeteer Sales Prospects**

Please list five accounts below that you have identified as Packeteer sales opportunities. This information will be held in the strictest confidence and, if your application is approved, will be used by Packeteer to begin immediate work with your company in closing Packeteer sales opportunities.

DEF Company

123 Company

XYZ Company

**Specialization Information****Vendors Represented**

- 3COM
- Allot Communications
- BMC
- Blue Coat
- Checkpoint
- Cisco
- Citrix
- Dell
- Ericsson
- Expand Networks
- Exterme Networks
- F5
- Foundry
- HP
- IBM
- Lucent
- Microsoft
- NetScout
- NetIQ
- Nortel
- Oracle
- Polycom
- Proxim
- RSA Security
- Riverbed
- SAP
- SonicWall
- Sun
- Symantec
- Watchguard

**Technology Solutions**

- Customer Relationship Management (CRM)
- E-Commerce
- Enterprise Resource Planning (ERP)
- IP Telephony
- IP/VPN
- Network Infrastructure
- Security Solutions
- Software/Web Development

**Services**

- Application Hosting Services (ASP)
- Hosting Service Provider (HSP)
- Internet Service Provider (ISP)
- Network Management Services
- Technical Support Services
- Telco Service Resale
- Training Services

**Vertical Markets**

- Aerospace/Defense
- Automotive/Industrial
- Construction
- Data/Networking Service Provider
- Education
- Electronics
- Finance/Insurance/Legal
- Government/Federal
- Government/State/Local
- Health Care/Life Services
- Hotel/Food Services
- Manufacturing
- Media/Entertainment
- Oil/Gas/Mining/Timber
- Retail
- Telecom Hardware
- Transportation/Warehousing
- Utilities

**Submit Application**

Your submission of this application indicates 1) If your application is approved your organization will make a concerted effort to stay in compliance with the partner requirements outlined in the Packeteer Partner Program document; 2) you understand that the Partner designation will be awarded only after Partner requirements (outlined in the Program Document) are met and that those requirements must be met within 30 days of application; 3) you agree that your organization will treat as confidential any information Packeteer identifies as confidential and discloses to any employees of your organization. Such information may only be shared with company employees and only under the terms of confidentiality. The obligation of confidentiality shall survive the termination of this agreement for a period of five (5) years.

Packeteer hereby retains the right to accept or reject the inclusion of any party into its Affiliate or Solutions Partner programs. Furthermore, either Packeteer or the Partner may, at any time, give written notice of termination and pursuant thereto may terminate such Partner's Affiliate or Solutions Partner status, for convenience, such termination to be effective not less than thirty (30) days after such notice.

THE RIGHT OF TERMINATION IS ABSOLUTE. BOTH PARTIES HERETO HAVE CONSIDERED THE POSSIBILITY OF EXPENDITURES NECESSARY IN PREPARING FOR THE PERFORMANCE OF THIS RELATIONSHIP AND THE POSSIBLE LOSSES AND DAMAGE INCIDENT TO EACH IN THE EVENT OF TERMINATION. EACH PARTY FULLY UNDERSTANDS AND AGREES THAT THE PROCEDURES AND REMEDIES PROVIDED HEREIN IN THE EVENT OF TERMINATION ARE EXCLUSIVE. EXCEPT AS EXPRESSLY PROVIDED HEREIN NEITHER PARTY SHALL BE LIABLE IN CONTRACT, TORT OR OTHERWISE IN ANY MANNER WHATSOEVER ON ACCOUNT OF TERMINATION OF THE PARTNER'S STATUS WITH PACKETEER, INCLUDING, BUT NOT LIMITED TO, IF PACKETEER SELLS PRODUCTS TO ONE OR MORE CUSTOMERS THAT HAD FORMERLY PURCHASED FROM THE PARTNER.

Step 1 -----> Step 2 -----> **Step 3** -----> Step 4 -----> End

## Assign Roles

Asterisk (\*) indicates required field.

Primary Application Contact\*:

Taylor, Lisa

Role	Choose a Contact for each Role
President*	Smith, Bob <input type="button" value="v"/>
Primary Sales Contact**	Taylor, Lisa <input type="button" value="v"/>
Primary Technical Contact*	Choose One <input type="button" value="v"/>

Continue

Choose One  
Brown, Jane  
Smith, Bob  
Taylor, Lisa