

Step-by-Step Guide to Becoming an Eventix Business Partner



Plan	If your company is a...	And want to...	You will need to...	We will then..	Then you...
1	SalesLogix Business Partner	Focus on Reselling Eventix solutions	Submit your Eventix business sales plan, and partner application	Verify your partner status with Interact, review your plans for approval, send you an Eventix partner agreement for your signature.	Return your agreement and related documents to us along with your first year partner fee
2	SalesLogix Business Partner	Sell an Eventix solution to an existing SalesLogix customer or current prospect	Complete your first sale, submit your partner application and software license order	Verify your partner status with Interact, send you an Eventix partner agreement for your signature.	Return your agreement and related documents to us along with your first year partner fee, and payment for your first sale
3	SalesLogix Business Partner or SalesLogix Tech Partner	Use an Eventix solution module internally	Submit a request to purchase an internal use license	Verify your partner status with Interact, send you an Eventix software license agreement for your signature and product invoice.	Return your agreement and related documents to us along with your payment. (Internal use licenses are provided at a discount)
4	Company Going through the SalesLogix Certification Process to sell		Complete your SalesLogix certification and then select from one of the plans above		
5	Provide installation services to a SalesLogix Business Partner	Use Eventix internally or provide consulting on Eventix	Purchase Eventix product from your SalesLogix Business Partner		
6	If you are none of the above you would purchase Eventix solutions through a SalesLogix Business Partner. Please contact us for a referral.				

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Eventix Business Sales Plan

Please provide a business plan showing how your company expects to be successful selling and implementing Eventix solutions during the next 3 years. Detailed answers to the following questions need to be included in your plan.

1. What are your reasons for wanting to sell Eventix software?
2. What markets and industries do you sell into?
3. How does Eventix fit into your business model?
4. How will you generate prospects/Leads for Eventix sales?
5. How many new SalesLogix customers have you gained in the last 6 months?
6. How many SalesLogix user licenses have you sold in the last 6 months?
7. How many new SalesLogix customers are you projecting in the next 12 months?
8. How many new Eventix customers are you projecting in the next 12 months?
9. What other products and services do you plan to sell as part of your SalesLogix solution?
10. Are you currently SalesLogix QuickStart Certified?
11. How many employees are dedicated to selling SalesLogix?
12. How many employees are SalesLogix Certified Engineers?
13. How many employees are SalesLogix Certified Developers?
14. How many employees are experts at designing Crystal Reports?
15. What geographical (country/region/state/major cities) area do you focus on for sales?
16. If you use other SalesLogix Business Partners to assist with installation and customization, what companies do you use?
17. Any other information that you wish to provide.

Eventix Business Partner Benefits and Additional Information

Item	Notes
Marketing Materials	All materials are designed to be provided in electronic form. PDF's can be printed locally
Eventix.com Web Site	Designed for your prospects to easily review Eventix products with NO URL links to Resolution Partners
Demo Database	Preinstalled products
Pre-sale Support	
Lead Referrals	Prospects that are not working with a SalesLogix Business Partner do not currently own SalesLogix
No Channel Conflict	Rules of engagement to protect leads registered with us by you / Notification if second BP registers same lead.
Project Review	One-hour project review at no cost. Additional time available on a fee basis
Product Technical Support	Priority Business Partner support.
Private Partner Web Support	Contains the latest product news, tech notes, demo database, identified problems/issues
5 User Internal Product Licenses for Eventix products	Valid for use while participating in the Eventix Partner Program
Partner Product Training Class	Technical training on our products (separate fee)
Software Product Margin	Yes
Annual Maintenance Margin	Yes
Minimum Staff Certification by SalesLogix Required	Enterprise
First Year Partner Fee	US\$1000
Partner Annual Renewal Fee	Determined at renewal

Eventix Business Partner Application

PLEASE PRINT

Company Legal Name			
DBA			
Company Type (circle one)	Corporation	LLC	Partnership Sole Proprietor Other: _____
Location of Incorporation (State for US based Co's)			
Address Line 1			
Address Line 2			
City/State/Postal			
Country			
Phone	Fax:		
Web Site URL			
Business Contact Person			
Business Contact Email Address			
Primary Technical Contact Name			
Primary Technical Contact Email			
Primary Sales Contact Name			
Primary Sales Contact Email			
Number of Dedicated SalesLogix Sales People			
Number SalesLogix Certified Technical People			
Fee Payment Method (circle one)	Credit Card	Company Check	
Credit Card Number (Visa, MC, AMX, Discover)			Fee: US\$ 1,000
Name on Card			Expires:
Signature of Card Holder			

Please send a separate sheet for additional contact names.

Note – credit card will not be charged until you have been approved as an Eventix Business Partner

Payment may also be made by check or bank wire to Resolution Partners California office.

FAX back to 949.263.6402

www.eventix.com

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