



**Company Information**

Company Name: .....

Primary Business Address: .....

City: ..... State: ..... ZIP Code: .....

Telephone: ..... Fax: ..... Web Site: .....

Reseller Tax ID / Co. Government Registration Number: .....

Year company established: .....

**Contact Information**

**Key Contact**

First Name:.....

Last Name: .....

Title: .....

Email: .....

Telephone: .....

Fax: .....

**How did you hear about the Abaca Partner Network?**

- Internet
- Article
- Other (please specify): .....
- Abaca Partner
- Advertising
- Customer
- Trade Show

**Please describe your company:** .....

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.....  
.....  
.....  
.....

**Describe the products and services sold by your company:** .....

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.....  
.....  
.....  
.....



**ABACA SECURE PARTNER NETWORK APPLICATION**

**Specify your primary business:**

- Distributor
- Consultant
- VAR / Reseller
- Other (please specify): .....
- System Integrator
- Service Provider

**Estimated Annual Revenue:**

- Less than \$1M
- \$1-\$5M
- \$6-\$10M
- \$11-\$20M
- \$21-\$50M
- \$51-\$100M
- Over \$100M

**What is your primary geographical coverage?**

- Local
- Regional
- National

**Please indicate the areas that make up your company's revenue:**

- ..... % Hardware Sales
- ..... % Software Sales
- ..... % Services (including consulting)
- ..... % Technical Support
- ..... % Training
- ..... % Managed Services

**What are your target customer types? (check all that apply)**

- Consumer
- Small Business (20-250 employees)
- Large Business (501-1000 employees)
- Single Office / Home Office
- Mid-sized Business (210-500 employees)
- Enterprise (1,000+ employees)

**What is your primary vertical market focus? (check all that apply)**

- Finance / Banking
- Manufacturing/Engineering
- Federal Government
- Other (please specify): .....
- Healthcare
- Energy / Oil and Gas
- State and Local Gov't
- Legal
- Education

**What other email security solutions are you currently selling? (check all that apply)**

- Barracuda
- BorderWare
- BrightMail
- CipherTrust
- GFI
- IronPort
- MailFrontier
- Other (please specify): .....
- Mirapoint
- Postini
- ProofPoint
- Sendmail
- Sophos
- Symantec
- Trend Micro

**Please fax or email your completed application to Abaca at 408-571-6499 or [partners@abaca.com](mailto:partners@abaca.com).  
If you have any questions or need assistance completing the application, please contact [partners@abaca.com](mailto:partners@abaca.com) or 1.877.GOABACA**