

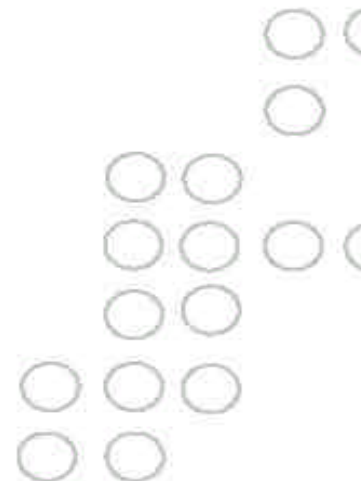
Channel Program Guide



infocorp



Access 2 ^{*}Retail



Access 2 ^{*}Gov

Infocorp Computer Solutions

Since 1987, Infocorp has been a global leader in developing and delivering complete business solutions for small to medium sized specialty retailers.

With over 10,000 workstations installed in specialty retail stores around the world, Infocorp's retail management and point of sale products are considered one of the most mature and reliable retail solutions available.

As an integrated retail management solution, Infocorp's offering includes full point-of-sale, inventory control, customer relationship management and back office automation.

Infocorp Channel Program

The Infocorp Channel Program is dedicated to helping resellers make money and increase sales by providing tools and resources needed to close deals. Infocorp has the focus, products, services and dedicated channel team to help you drive your business forward. Infocorp emphasizes marketing, relationships with prominent manufacturers and leasing companies, and value-added pre-sales and post-sales support in the channel program. The bottom line is that we want to make it easy for you to do business with Infocorp.

Benefits

Infocorp delivers a wealth of information to educate and motivate you to close business. We reward our resellers for their sales and communicate frequently and openly, sharing the knowledge you need to be successful.

Reseller Sales Kit

As a reseller, you will get a complete sales kit that includes the following:

- Small/medium business solution sales tools
- Sales presentations for use with customers
- Marketing collateral
- Reseller's edition of the software demo
- Hardware configuration fact sheet
- Product price list
- Sales support contact directory
- Product support contact directory
- Manufacturers' contact directory
- Leasing companies' contact directory
- Discount incentives for select demonstration equipment, and equipment financing

Priority Sales and Technical Support

Whenever you need sales or product support, you'll get the answers you need immediately. Pre-sales is expertly supported by a team of personnel who have spent years on the front lines of retail management, backed by a comprehensive technical know-how of our solution. Post-sales product support is available through our special support program designed especially for resellers. In addition to phone support, you'll find technical support documentation and downloads in the reseller website.

Membership Requirements

Authorized Resellers must meet the following requirements:

- Existing legal business entity and facility licensed by appropriate local government
- History of business professional conduct with references for quality systems installations
- Must be financially stable and will maintain good credit standing
- Must have a dedicated sales and technical support staff, ensuring that at least one person from each location is appropriately trained by Infocorp
- Reseller will maintain equipment for each location for purposes of product demonstration
- Reseller will be willing to attend local events as requested and work with Infocorp field personnel to target new customers and opportunities

Training and Certification

To make sure that your sales and technical staff are prepared to perform sales and to support customers, Infocorp provides a variety of effective training vehicles. From instructor led training to long distance learning, we ensure you're never without the information you need. We certify that our resellers are representing Infocorp products accurately and effectively by requiring new resellers to complete initial product and sales training.

Reseller Agreement

If your company is dedicated to providing your customers with the best in products, service, and value, we're ready for you to join the Infocorp Channel Program. The bottom line is that our relationship needs to be strong and profitable for both organizations.

If you would like to be considered for the Infocorp Channel Program, complete and submit the Infocorp Channel Program Application. Upon approval of your application, a Reseller Agreement will be forwarded to you for your authorized acceptance.

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