



DIGI INTERNATIONAL
9350 Excelsior Blvd
Suite 700
Hopkins, MN 55343
952-912-3444 tel

Sign and email to cvar@digicom

CERTIFIED VALUE ADDED RESELLER QUESTIONNAIRE

1. Prospective Partner:

Company Name: _____
Company Address: _____
Company Telephone: _____
Facsimile: _____
Company E-mail: _____
Company Website: _____

Primary Contact Name: _____
Primary Contact Title: _____
Primary Contact Telephone: _____
Primary Contact E-mail: _____
Type of business: Corporation ___ Sole proprietorship ___ Partnership ___ LLC ___ Other _____

2. Business Profile

Date and place of incorporation: _____
Number of employees: _____
Number of sales people: _____
Number of technical support people: _____
Annual revenues: < US \$5 million___; \$5-\$20 million___; \$20-\$100 million___; >\$100 million___
Please attach or, within five business days, provide published information about your company, such as an annual report, company brochures, audited financial statements, etc.

3. Ownership

If applicable, is the company publicly traded? (Yes/No) ___ If so, please identify any parent companies that hold a controlling interest and all shareholders holding more than 5% of company shares. _____

If company is privately held, please identify all owners and their percentage ownership shares. Also, please identify ultimate owners (owners of owners or principals for whom there are nominee shareholders). Ownership percentages must total 100%. Attach additional sheet, if necessary.

If an owner is a legal entity, please identify such party's ultimate beneficial owner(s).

4. Officers and Directors

Please list the name and affiliation of every member of the company's board of directors.

Please list the name of company's officers with executive management authority and other persons who will be responsible employees in the partnership _____



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5. Government Affiliations

Please identify any officer, director, or owner who is (or a member of whose immediate family is) an official, appointee or employee of (a) the government or any government agency or entity, (b) any company or other entity owned or controlled by the government, (c) a political party, (d) any international organization, or is a candidate for public office. If this is not applicable, please note N/A.

6. Relevant Experience

a. Has your company been buying and reselling Digi International products and/or services in the last year? (Yes/No) If yes, skip to c. _____

b. Please describe prior experience that your company has had as a partner for other manufacturers, experience in high technology, vertical markets or telecommunications industries, or other relevant experience that qualifies it to serve as a Digi Certified VAR. _____

c. Please provide names and contact details of at least three other companies for which you have been a resale partner, sales agent, or representative and that can serve as references. Please include US or UK companies for which you have worked or been affiliated.

7. Bank and Credit. Please identify your company’s primary bank and a bank officer who can serve as a credit reference for your company. _____

8. Criminal Charges. Has either the Company or any of its officers, directors or employees ever been charged with any criminal offense or otherwise suspected or accused of making, authorizing or permitting any illegal payments or the giving of anything else of value in violation of any applicable law? No ___ Yes, please provide detail. _____

9. Anti-Corruption Policies. Does your company have anti-corruption policies or a compliance program? Please describe. _____

Is your company willing to accept training and to certify compliance with by Digi’s anti-corruption policies, program, and practices? (Yes/No) _____

If an issue of compliance with applicable laws were to arise for Digi, will you agree to cooperate and provide information relevant to that issue? (Yes/No) _____



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10. Distribution Partnerships. Please list up to the top three distribution partners you purchase other products and services from today.

11. Carrier Partnerships. Please list any carriers you currently have a signed agreement of any type with. _____

I, _____, hereby certify on behalf of the Company that the information provided herein and on any attachments hereto in response to the above questions is accurate and complete.

Signature

Title

Company

Date

Sign and email to cvar@digicom.com