

Barracuda Networks Partner Opt In to Resell Thru Arrow

Thank you for your interest in becoming a Barracuda Networks Partner reselling thru Arrow ECS. Please complete and submit the following form to officially "opt in" to resell through Arrow ECS and receive all enablement and marketing demand gen support provided to Barracuda and Arrow resell partners.

Requirements:

- Must be a current Barracuda Networks contracted direct partner.
- Must be a current Arrow ECS contracts resell partner.

☐ Check this box and complete the following information below to officially "opt in" as a Barracuda & Arrow resell partner and all enablement and demand generation programs delivered to Barracuda & Arrow resell partners.

Please TYPE or PRINT clearly the following information. All information is confidential.

Company Information:

Legal Business Name: _____

Contact Name: _____

Telephone Number: _____

Contact Email Address: _____

1. What is your approximate annual Barracuda sales revenue?

- ☐ <\$100k ☐ \$100k-\$500k ☐ \$500k-\$1M ☐ \$1M-\$2M ☐ >\$2M

2. What percentage of total revenues is contributed by the following?

Hardware sales: _____% Software sales: _____% Service: _____% Network installation/support: _____%
Help desk/online support: _____% Software Development: _____% Consulting: _____% Training: _____%

3. Which of the following best describes your primary business?

- | | | | |
|---|--|---|--|
| <input type="checkbox"/> Dealer/Storefront/Retail | <input type="checkbox"/> Network Reseller | <input type="checkbox"/> Phone Reseller | <input type="checkbox"/> Security Reseller |
| <input type="checkbox"/> Network Integrator | <input type="checkbox"/> System Integrator | <input type="checkbox"/> Storage Integrator | <input type="checkbox"/> Software Integrator |
| <input type="checkbox"/> Software Developer | <input type="checkbox"/> Consulting | <input type="checkbox"/> On-line Reseller | <input type="checkbox"/> Distributor |

4. What size customers give you the majority of your business?

- ☐ Small (1-100 employees) ☐ Medium (100-1000 employees) ☐ Large (1000+ employees)

5. Is there a vertical market that you get a large portion of your business from?

- | | | | | |
|--|---|---|---|--------------------------------------|
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Communication | <input type="checkbox"/> Distribution | <input type="checkbox"/> Education | <input type="checkbox"/> Engineering |
| <input type="checkbox"/> Entertainment | <input type="checkbox"/> Gov. (local) | <input type="checkbox"/> Gov. (Federal) | <input type="checkbox"/> Health/Medical | |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Transportation | | | |

6. What is your primary geographical coverage? _____

7. What current Barracuda resell certifications do you hold? _____

8. How many sales representatives does your company have? _____

9. How many full time technical service representatives does your company have? _____

10. What 3 suppliers do you do the most revenue with? _____

11. What Barracuda products & solutions does your organization currently sell? _____