Distribution and Resale Application Form

Thank you for your interest in Longmai’s Partner Program. This form guides you in gathering the basic information that Century Longmai needs in order to build Partnership relationship with eligible contractors.

 The following is agreed upon yearly scope for the period to .

Your application for registration to distribute LONGMAI eligible products will be considered once we have received your completed request form and authorized signature:

1. Please complete [Distribution and Resale Application Form](#_Company_Contact_Information) providing details in all fields, attach product testing report or solution demo and submit it via email or fax

eFAX to: +8610-62313636, attn: Longmai Partner Distribution Request

Email to **info@longmai.net** Subject: Longmai Partner Distribution

1. Your application will be reviewed, and will either be accepted or declined within 5 working days.
2. Century Longmai will contact you to progress your application and Sign [Partner Agreement](LONGMAI%20PARTNER%20AGREEMENT.docx)

## Definitions

“**Eligible Products**” are limited to products in the approved Product Group(s) and ordered under Partner Program. In addition, your eligibility is limited to the products that are part of the Product Group(s) for which you are approved.

**"Longmai Reseller (LR)"**

Longmai Reseller is the entry point to the Longmai Partner Program; this level is accessible on demand to any company that wants to resell Longmai products and is a quick and simple way to start selling the Longmai brand. Technical and commercial support will be offered to help succeed and expand.

**"Longmai Registered Partner (RP)"**

Longmai Registered Partner (RP) is the intermediate level of Longmai Partner Program; this status applies to established companies that invest in technical knowledge of Longmai products and commit to fulfill the agreements and terms of Longmai Partner Agreement. Through close cooperation, both parties have the opportunity to exchange product concepts and technical communication to further product development and expand.

**"Longmai Preferred Partner (PP)"**

Longmai Preferred Partner (PP) is the Ultimate level of the Longmai Partner Program aimed at Distributors and Value Added Resellers (VARs) that are willing to make a major commitment to Longmai products and solutions. Potential Distributors or approved resellers are expected to build strong reseller network of their own possess strong understanding of their market needs in specified territories. Creating a mutual marketing plan and offering joint marketing event efforts is a key aspect of success with our Preferred Partners.

Important Notes:

* *Please use your company e-mail address for your registration*
* *For any assistance or questions concerning your registration, please contact****info@longmai.net*** *or* [*our regional Business Development Manager*](http://lm-infosec.com/contact/)*.*
* *Only individuals authorized to sign agreement on behalf of the legal company must complete this application. The individual registering the company will also register himself or herself as the* ***Primary Relationship Contact (PRC)*** *during this step.*
* *Once you have applied for partner membership as a new company, allow 5 working days\* for approval processing.*

Please provide complete contact information in the following section. To provide CENTURY LONGMAI with information on behalf of your organization, you certify that you are duly authorized to do so.

If you have concerns about sharing proprietary information, please contact us to set up an NDA before submitting the form to us. Please ignore this recommendation if you already sign and submitted LONGMAI NDA.

Company or Organization Contact Information

Company Legal Name:

Primary Relationship Contact (PRC):

Department and Role:

Business Address:

City:

Country:

Zip/Postal code:

Website URL:

Email:

Phone Number:

Fax Number:

Additional Information:

Which of the following best describes your company or organization?

[ ] Independent software vendor

[ ] Hardware vendor

[ ] Systems Integrator/Independent Consulting firm

[ ] Software and services organization

[ ] Customer or company looking use/acquire hardware/software solutions

[ ] Government institution or CA

[ ] Other, please specify

Is your company/organization currently engaged in any business with Century Longmai?

[ ] Yes [ ] No

If yes, specify the details:

Please select the LONGMAI Partner program mode you are applying for:

[ ]  Reseller [ ]  Registered [ ]  Preferred

Which Longmai products do you intend to distribute:

Please provide the city and country you will be selling Longmai products:

Who are the targeted customers or users of the products who intend to buy with us:

[ ]  End-users/customers

[ ]  Corporate

[ ]  Government

[ ]  Students

[ ]  Financial Services and Retail

[ ]  Identity and Access

[ ] Mobile Telecom

[ ] Transport

[ ] Health

[ ]  Other

Which Operating System platforms do you currently support in your client(s) environment? Check all that are appropriate.

[ ]  Windows

[ ]  Mac OS

[ ]  Linux

[ ]  iOS

[ ]  Windows Phone

[ ]  Android

[ ]  Other

How many pieces do you intend to reach for your first order?

[ ]  < 100 piece

[ ]  100 - 5000 pieces

[ ]  5000 - 10000 pieces

[ ]  >10,000 pieces

When do you intend to make your first order:

Please provide a list of any products that you sell that might compete with LONGMAI products:

Optional:

Do you currently distribute any other information security products or solutions?

[ ]  Yes [ ]  No

If yes, provide product manufacturer or solution supplier and related product model(s):

Please list any other relevant details that may assist Century Longmai in reviewing this application. **Additional comments**:

PARTNER SELECTION CRITERIA

Applicants or Companies applying for participation in the Longmai Partners program MUST meet the following criteria:

* Must have a registered business and physical location address.
* Must have a functioning corporate website.
* Cannot currently be employed at Century Longmai!
* Must have access to the Internet and a Company e-mail address
* Required Minimum number of employees = 3
* Applicant is encouraged to obtain and test LONGMAI product(s).
* Provide to LONGMAI a Business and Revenue Objective Plan.
* Be responsible for customer satisfaction.
* Provide a support plan for the end user support.
* Manufactures, brokers, and computer resellers, will not be considered for participation in the Longmai Program

*Important Notes:*

* Though the application approval is subject to meeting the minimum conditions, Century Longmai reserves the right to consider other factors, including Longmai strategic requirements, when considering an applicant. Achievement of the criteria listed above does not entitle the applicant to automatic eligibility. Century Longmai may approve or decline an applicant at its sole discretion.
* To be the primary contact for LONGMAI products (providing technical and operational advice to the end user in specified territory)

*Entity agrees to allow Century Longmai to store and use Entity’s business contact information, including without limitation, names, business phone numbers and business e-mail addresses, anywhere they do business. Such information will be processed and used in connection with our business relationship to promote market and support certain products and services in LONGMAI distribution portfolio.*

Authorized Signature of authorized representative of Entity

Print Name and Title Date

**END**