Eloquence partner program

The Program
With the Eloquence partner program we would like to establish a long-term, successful partnership between Marxmeier Software AG and channel partners. The Eloquence partner program has been created specifically for resellers, system integrators, consultants, IT service providers, OEMs and independent software vendors (ISV).

Join the program and take advantage of partnership services including comprehensive pre-sales support and consulting, individual recognition, information provisioning, marketing cooperation and company recognition - ensuring you incremental and profitable business as a highly qualified Eloquence partner.

Criteria for Eloquence partners
- Eloquence know-how
- Active marketing
- Support for Eloquence in their business environment

The application process
Please complete the enclosed form and sent it back to us.
Marxmeier Software AG
Kasinostrasse 19 - 21
42103 Wuppertal
Germany
Fax +49 202 24314 20
E-mail: partner@marxmeier.com

As soon as we have approved your application, we will provide you with a formal partnership agreement. Once signed by both of us, we will mail the Eloquence partner welcome package to you.

Thank you for your interest in Eloquence and the Eloquence partner program.
We look forward to welcoming you as a member of the program in the very near future. If you have any questions, please contact us.

Best regards,
Marxmeier Software AG

Ruth Schürrle

Partner Information Sheet

m*

1. Company information	
Company Name	
Street address	
Postal code/zip	
City	
State / Province	
Country	
Phone	
Fax	
E-mail	
Website	
VAT ID.: (for partners within the European Community)	

Contact details for your Eloquence focused staff:

2a. Primary contact name	
Phone	
Email	

2b. Sales contact, if different	
Phone	
Email	

2c. Technical contact, if different	
Phone	
Email	

3. Have you, or have you had a relationship with hp? If yes, indicate below (multiple entries possible)

hp-authorized Computer Wholesaler	
hp-authorized Distributor Activated Reseller	
hp-authorized Value Added Reseller	
hp-authorized Corporate Reseller	
hp-authorized Systems Integrator	

4. What is your target market? How do you intend to add value to that market? What size organizations do you typically work with? Please briefly explain a little about your products or services.

5. How many customers do you have, and how many of them use Eloquence?

5a. How many new Eloquence customers do you expect in:

2004:	
2005:	
2006:	
2007:	

5a. Eloquence licenses are available for different numbers of simultaneous users. What percent of your customers belong in the following categories?

Concurrent users:	2 - 10	**small**
Concurrent users:	10 - 120	**medium**
Concurrent users:	>120	**large**

5b. What is the typical size or range (from - to) of the database of these customers?

Size of database (MB**)**	

6. What is the size of your organization? What was your sales volume in the past two years? How many employees (including you and any subcontractors) did you have?

Year	Sales Volume in EUR	Number of Employees
FY-2006		
FY-2007		

1. **I agree to be listed as a partner in the business partner section on the Eloquence Web Site. The following data should be included there:**

Company Name	
Street address	
Postal code/zip	
Contact:	
City	
State Province / Country	
Phone	
Fax	
Email	
Website	

The Eloquence Website partner section will allow each Partner to be identified on the basis of search criterion. Please fill out the following, so that we can place you in the corresponding category. Please place an X in each category to which you belong. You may fill in more than one box.

Service offered by Partner:	
Consulting and/or Training in Eloquence language or database use.	
Support for Eloquence usage by end users.	
Other Eloquence related services: (please explain)	

Signatures

By signing below the prospective Partner certifies the information contained in this application is true and correct. Each party agrees to protect information of the other party exchanged under this Program which is clearly designated in writing as confidential by using the same degree of care as it takes to preserve and safeguard its own confidential information. Such obligations will continue for 2 years from disclosure of the information to the other party. Neither party will be required to treat as confidential any information that is already in the other party's possession, is or becomes publicly available, is independently developed by the other party or is rightly obtained from third parties without restriction.

If any changes occur, the partner will notify Marxmeier Software in writing.

Date, Authorized Signature: ....

Printed Name: ....

Title: ....