

Reseller / Installer Application Form

Company _____

Address 1 _____

Address 2 _____

Address 3 _____

City _____

State _____ Zip Code _____ Country _____

Phone _____

Ticker symbol if applicable _____

Federal Tax ID # _____ Resell Tax ID# _____

Number Years in Business _____ Annual Sales Volume _____

Number of Employees _____ Number of Locations _____

Contacts:

Purchasing _____

Sales _____

Product Manager _____

Inside Sales Representatives _____ # Outside Sales Representatives _____

Do you have a catalog? Yes No If Yes when is it published _____

List Major Lines Distributed (Attach line card if available) _____

L-com Silver Level Reseller Agreement Terms: This pricing is equivalent to L-com's 250 piece price. Target Annual Sales \$10,000. \$250 order minimum requirement and orders placed under \$250 will be billed at standard catalog pricing. Distributor discounts do not apply to custom products.

L-com Gold Level Reseller Agreement Terms: This pricing is equivalent to L-com's 500 piece price. Target Annual Sales \$50,000. \$250 order minimum requirement and orders placed under \$250 will be billed at standard catalog pricing. Distributor discounts do not apply to custom products.

L-com reserves the right to withdraw Reseller/Installer pricing at will. Reseller/Installer status is subject to annual review for compliance to above terms. Reseller/Installer agreement is subject to L-com's standard terms and conditions.

FAX TO: 978-689-9484