



EMBARCADERO
TECHNOLOGIES®
TECHNOLOGY PARTNER

Embarcadero Technology Partner Application Form

Overview

In today's extremely fast moving environment, companies need allies like themselves who are focused on mutual goals and direction.

Use this form for:

- Embarcadero Technology Partner

By entering the Embarcadero Technology Partner Program, your company will have access to tools and benefits that are aimed at increasing the breadth of your offerings and deliver the ability to promote your technology to a global community of developers and partners. You will also have access to Embarcadero's rapid application, Web and Java development tools.

If you want a partner that is committed to helping you to grow your company, talk to us.

The Application Process

There are three steps to become an Embarcadero Technology Partner. The information you supply us will be used to evaluate your application, and if successful, may be displayed on the Embarcadero Technology Partner Directory.

1. Submit this form, completed in full and signed by an authorized officer of your organization, to the Technology Partner Program Manager, California USA.
2. The Partner Program Manager will evaluate your application, and will contact you via email normally within 2-4 weeks.
3. If successful, the Partner Program Manager will deliver a Partner Agreement for you to review and sign, and will provide details on how to pay your membership fees, if applicable.

Your participation in an Embarcadero Partner Program is conditioned upon, among other things, execution of a Partner Agreement in the form provided by your local representative governing the terms and conditions of the Partner Program and our rights and obligations as a Partner. Further, your rights to receive and use certain products and services offered to you under the Embarcadero Partner Program may be subject to the terms and conditions of Embarcadero's standard license agreements, guidelines and other terms of use established by Embarcadero from time to time.

For More Information

Visit <http://tp.embarcadero.com>, email or telephone the worldwide Technology Partner Program Manager:

Technology Partner Program Manager
(worldwide)
christine.ellis@embarcadero.com

Christine Ellis
Technology Partner Program
100 Enterprise Way
Scotts Valley, CA 95066 USA

Telephone USA: +1 831.431.5206

Technology Partner Program

Information about your organization

Official Company/Organization Name _____
Mailing Address _____
City _____
State / County _____
Postal / Zip Code _____
Country _____
Phone _____
Fax _____
Web Page _____
Name and position of President / Owner /
Managing Directory / Principal / etc. _____
Date established _____
Number of employees:

| | | | |
|----------------------|-------|----------------|-------|
| Developers | _____ | Sales | _____ |
| Technical Support | _____ | Marketing | _____ |
| Training Instructors | _____ | Administrative | _____ |

How long has your organization used Embarcadero products?

| | | | |
|---------------------------------|-------|------------|-------|
| Software development activities | _____ | Consulting | _____ |
| Training | _____ | Sales | _____ |

With which Embarcadero products to you have experience? (Check all that apply)

- | | | |
|---------------------------------------|---|---|
| <input type="checkbox"/> 3rd Rail™ | <input type="checkbox"/> Delphi Prism™ | <input type="checkbox"/> JBuilder® |
| <input type="checkbox"/> C++Builders® | <input type="checkbox"/> Delphi® of PHP | <input type="checkbox"/> CodeGear™ RAD Studio |
| <input type="checkbox"/> Delphi® | <input type="checkbox"/> InterBase® | <input type="checkbox"/> TurboRuby® |

Which operating systems do you primarily use and support for software development? (Check all that apply)

- | | | |
|----------------------------------|----------------------------------|----------------------------------|
| <input type="checkbox"/> Java | <input type="checkbox"/> .NET | <input type="checkbox"/> Symbian |
| <input type="checkbox"/> Linux | <input type="checkbox"/> MacOSX | <input type="checkbox"/> Mobile |
| <input type="checkbox"/> Windows | <input type="checkbox"/> Solaris | <input type="checkbox"/> Other |

Approximate revenue mix (in percentages):

| | | | |
|----------------------|-------|--------------------|-------|
| Software Development | _____ | Technical Support | _____ |
| Training | _____ | Software Reselling | _____ |
| Consulting | _____ | Hardware | _____ |

Please provide a brief description of your company that you would use to advertise your company objectives and products.:

Technology Partner Application: Page 2 of 3

Primary program contact person *The individual responsible for primary communications between your organization and Embarcadero.*

Name & Title

Shipping Address *(Please no PO boxes)*

City

State / County

Postal / Zip Code

Country

Phone

Toll-free Phone

Mobile Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Program technical / R&D contact person *The individual who will receive field test software from Embarcadero.*

Name & Title

Shipping Address *(Please no PO boxes)*

City

State / County

Postal / Zip Code

Country

Phone

Toll-free Phone

Mobile Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Public relations contact person *The individual responsible for press/media releases and events.*

Name & Title

Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Sales contact person *The individual to whom customer referrals will be passed, if appropriate.*

Name & Title

Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Product information

By providing Embarcadero with this information, we will be able to keep you up-to-date on the latest Embarcadero products and opportunities. In addition, this information will be included on Embarcadero Web site(s) as appropriate.

Please duplicate this page and complete for each product that is compatible with Embarcadero technology.

Name of Product _____
Version Number _____
Date of Release _____

With which Embarcadero products is this product compatible? (Check all that apply)

- 3rd Rail, Delphi Prism, JBuilder, C++Builders, Delphi of PHP, CodeGear RAD Studio, Delphi, InterBase, TurboRuby

Into what categories does your product fit?

- Accounting Package, ActiveX Control, Analysis and Design, CASE Tool, Communication Tool, Component, Compression Library, Data Acquisition, Database Development Tool, Database Management Tool, Debugging Tool, Development / Management Tool, Imaging, Java Beans Components, Java Card, Localization Tool, Mathematics Library, Messaging, Middleware, Mobile, Mobile/Wireless Solution, Multimedia, Networking / Connectivity, Object Modeling Tool, Open Tool, Programming Tool, Report Designer, SIM, SIM Toolkit, Sales Automation, Scheduler/Project Planning, Scientific and Engineering, Scripting, Security System, Setup / Installation / Distribution, Smart card, Software Quality Assurance, Software Utility, Spreadsheet, Web Form, Web Services, Web Tool, Windows Form, Wireless, XML, Other

Brief product marketing statement

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Please duplicate this page and complete for each product that is compatible with Embarcadero technology.

Applicant Name _____
Position _____
Date _____
Signature _____



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