WSCA Solicitation - SVAR - ADSPO11-00000358 - Questionnaire - Qualifications, Represented Publishers

KEY ITEMIZED (High Volume) PUBLISHERS				Certification as a direct reseller for these publishers is required or highly desirable		
	Do you sell this publisher's product?			If "YES, Direct", for each Publisher, provide your certification level, where it fits relative to all that publisher's certification levels, and note restrictions		
SOFTWARE PUBLISHER	YES, direct	YES, through Distributor or other 3rd Party	NO (Explain on separate sheet)	What is your certification level? Please attach copies of your certification from this Publisher.	On a 1 - 5 scale (5=best), rate your level	Explain limits to your representation
Microsoft (required)	YES			Gold Partner	5	
Adobe (required)	YES			WW LAR , Acad Off-Campus, GSA-	5	
IBM		YES	Agent	Preferred Partner	4	IBM Software must be procured through our IBM partner, Preferred Partner.
Symantec	YES			Platium	5	
McAfee	YES			Premier	5	
Intel	YES			Certified	5	
VMWare	YES			Premier Corporate Reseller	5	
CA (Computer Assoc)	YES			Gold - LAR	5	
Quest	YES			Certified	5	
SAP Business Obj	YES			National Distr	5	
Checkpoint	YES			Silver	5	
TrendMicro	YES			National Channel Partner	5	
BMC			X			
Commvault	YES			National	5	
RedHat	YES			Ready	5	

OTHER ITEMIZED PUBLISHERS				Certification as a direct reseller for these publishers is desirable		
SOFTWARE PUBLISHER	YES, direct	YES, through Distributor or other 3rd Party	NO	What is your certification level? Please attach copies of your certification from this Publisher.	On a 1 - 5 scale (5=best), rate your level	Explain limits to your representation
AI Squared			X			
Apple			X			
Attachmate	YES			Certified	5	
Autodesk	YES			Direct Market Reseller (highest level	5	
Bakbone	YES			Certified	5	Letter is from Vision, who now owns Bakbone
Barracuda			X			
Cisco			X			
Citrix	YES			Large Account Reseller	5	
Compuware			X			
Corel	YES			Certified	5	
Doubletake	YES			Certified	5	
EMC	YES				5	
Enchoice			X			
ESET	YES			National	5	

ESRI			X			
Freedom Scientific			X			
Guardian Edge			X			
GW Micro			X			
ICM Conversions			X			
HP	YES			Certified	5	
HumanWare			X			
Hummingbird Exceed	YES			Certified	5	Letter is from Open Text, who now owns Hummingbird Exceed
Information Builders	NO	NO	X	Advisor Partner		
Kronos						
LANDesk	YES			National Sales Partner	5	
Laserfische			X			
Lotus		YES	Agent	Preferred Partner	4	IBM Software must be procured through our IBM partner, Preferred Partner.
Microfocus	YES			Certified	5	
Mindjet	YES			Certified	5	
MPS			X			
MQSoftware			X			
nCircle			X			
Novell	YES			Gold	5	
Nuance	YES			Corporate Account Reseller	5	
Oracle			X			
OSAM			X			
Passport			X			
Patchlink			X			
Proofpoint			X			
SAS			X			
Solutions			X			
Sophos	YES			National	5	
Splunk			X			
Stellent			X			
SunGard			X			
Sybase	YES			Certified	5	
Techsmith	YES			Large Account Reseller	5	
Titus			X			
Ultrabac			X			
Websense	YES			National - Gold Level Partner	5	
List Other Publishers, not itemized previously, for whom you are a direct reseller						
Absolute Software	YES				5	
Acronis	YES			Gold Solution Partner	5	
AVG	YES				5	
Kaspersky	YES				5	