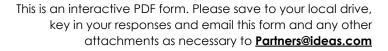


EXPRESSION OF INTEREST FORM

A. COMPANY BACKGROUND
Company Overview
1. Name of Company
2. Business Address
3. City 5. Zip/Postal Code 6. Country
7. Company type/Ownership Structure
8. Website
9. Primary industry/vertical
10. Years in Business 11. No. of Emloyees 12. Total No. of Clients
13. Annual Revenues (in US \$) (projected this year) (last year)
14. Name of Principal/owner
15. Summary of past experience
16. Details of key product or service offering
17. Key principals of the company with designations
18. Illustrative clients







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B. PRODUCTS & SERVICES OFFERED

Overview of the companies you currently represent; products and/or services you offer

Example 1

- 1. Name of Partner Company_____
- 2. Headquartered at_____
- 3. Product/Service____
- 4. Primary industry/vertical _____
- 5. Partner since (no. of years)____
- 6. Brief summary of success (if any) you have achieved on behalf of partner





Example 2 1. Name of Partner Company 2. Headquartered at 3. Product/Service 4. Primary industry/vertical 5. Partner since (no. of years) 6. Brief summary of success (if any) you have achieved on behalf of partner

C. HOSPITALITY, REVENUE MANAGEMENT AND/OR SaaS EXPERIENCE

Overview of specific experience in related fields

- 1. Summary of experience (if any) in using any of IDeaS' Products or Services
- 2. Summary or experience (if any) in promoting solutions for the Hospitality industry





3. Summary or experience (if any) in promoting SaaS solutions
4. Summary or experience (if any) in Revenue Management/Pricing/Forecasting solutions
D. WHY IDEAS?
Understanding your interest and primary motivations in pursuing a distribution partner relationship with IDeaS
1. Explain your primary motivation in developing a Reseller relationship with IDeaS?
2. How would you describe the demand for IDeaS' Products and Services in your region?
3. Have you attended any of IDeaS' live or on-demand webinars available via www.ideas.com? If, Yes, how did you find the webinars useful?
4. Explain how your company is best suited to represent IDeaS in your region
5. Approximately how much time (per week) and number of resources is your organization ready to commit to work with IDeaS?
6. Clearly indicate the region that you wish to represent IDeaS in (political territories)
7. Have you discussed pursuing a Reseller relationship with anyone at IDeaS?
8. Please indicate if you have reviewed the Program Document about the Reseller Program at www.ideas.com/partners
Yes No





E. REFERENCES

Please list two business associates that you have commercial relationships as references

Reference 1			
1. Name			
2. Company			
		5. Country	
6. Work Phone	7. Email Address		
8. Website			
Reference 2			
9. Name			
10. Company			
11. City	12. State/Province	13. Country	
14. Work Phone	15. Email Address _		
16. Website			
		t this form)	

Expression of Interest Forms will be reviewed in the order they are received. If this form is accepted by IDeaS Revenue Solutions, you will be contacted to discuss next steps.

Thank you for your interest in the IDeaS Partner Program.

