

ODIN - PARTNER APPLICATION

APPLICANT INFORMATION

Company Name:

Contact Name:

Position:

email:

Phone:

Current address:

City:

State:

ZIP Code:

MARKET INFORMATION - EXPERTISE AND CUSTOMERS

Fortune 1000:

Clinical Healthcare:

Financial Services:

Federal/State Government:

Manufacturing/Logistics:

I.T. ASSET TRACKING SOFTWARE EXPERIENCE AND CUSTOMERS

IBM

HP

CA

BMC

other

RFID - TECHNOLOGY FOCUS

Reader/Tag Experience

RFID Integration

IT Asset Tracking Expertise

Healthcare RFID technologies

Data integration expertise and projects

Active/Passive Expertise

RFID VENDOR FOCUS

Top Readers Vendors:

Top Tag Vendors:

RFID Competitive Software (IBM, OAT, other):

ORGANIZATION AND RESOURCES

Dedicated Sales Resources: ____

More than 50 customers: Y/N

Revenue Tiers:

(\$1-10M, \$10-100M, \$100M+)

Professional Services Staff: ____

Employees: ____

Growth Expectations: ____%

PLANNED MARKETING ACTIVITIES

Type:

FQ:

Expected Results :

ODIN participation: