



Formsheet for New Customers

Arrow ECS GmbH

Fax to: +49 (0)8141/3536-699

In addition to this form, please send/fax us evidence of your trading licence or trade register excerpt if not already in our possession.

Company Contact Information

Company name (exact description please, e.g. GmbH, GbR, etc.):

Office address (no P.O. Boxes please): VAT

Street: Country: Postcode: City:

Contact:

First name: Surname:

Phone: Fax:

General Company Information

Type of Company
(Multiple selections allowed)

- Reseller/system vendor
- Distributor
- Service provider
- Manufacturer
- Independent Software Vendor (ISV)
- Other: _____

Concentration
(Multiple selections allowed)

- Server Based Computing
- Networks
- Virtualization
- Security
- General software
- Storage
- Server/Hardware

Main company focus / Distribution
(Please break down the distribution into percentages)

Hardware % Software % Service % Training %

Manufacturers in portfolio:
(Multiple selections allowed)

- Check Point
- Citrix
- F5 Network
- IBM
- NetApp
- Enterprise Solutions
- Symantec/Verita
- VMware
- WatchGuard
- Attachmate

How high is your purchasing volume per year? _____

How high is your turnover volume in a year? _____

Number of permanent employees? _____



1. Object

The parties agree that the respectively valid version of Arrow ECS GmbH's General Standard Terms and Conditions govern their business relations. Deviating customer's Standard Terms and Conditions do not apply unless we approve of such in writing. The current Standard Terms and Conditions may be viewed at our website (<http://www.arrowecs.de>). If so requested, we will mail you a copy of these Standard Terms and Conditions.

2. Sole representation rights for civil-law associations (BGB-Gesellschaften)

In civil-law associations all partners grant each other sole representation rights.

By signing this agreement, I confirm its stipulations. I am authorized to sign for the above stated company and I confirm that I am acting and transacting for business purposes only.

Sole traders (e.g. e.K.) and incorporated firms (e.g. GmbH, AG, KG, Ltd., Corp.) please sign here:

Place, date Signature of proprietor(s)/chief executive(s)/managing director(s) Company stamp

For unincorporated firms/partnerships (e.g. GbR, OHG, GmbH i. Gr.), all partners will complete and sign the following section (if there are more partners, please list these on separate sheet of paper and attach sheet to this document).

Person 1	Person 2	Person 3
Partner's first name, family name	Partner's first name, family name	Partner's first name, family name
Private address	Private address	Private address
Postal code	Postal code	Postal code
City/town	City/town	City/town
Date of birth	Date of birth	Date of birth
Signature	Signature	Signature