# 2019 SP500

## SP500 Application - Page 1

### 1) The person filling out this form will be CRN's primary contact should any questions arise. Please enter your contact information below.

Your First Name\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Last Name\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Your Title\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Your Organization\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email Address\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone Number\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## (untitled)

### 2) For the rest of this application, all questions apply to the company seeking inclusion in the Solution Provider 500/Fast Growth 150 If you work externally, please answer for your client rather than your own company.

Legal Business Name of Solution Provider\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Headquarters Street Address\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Line 2: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Line 3: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

City\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### State/Province\*

( ) AL

( ) AK

( ) AB

( ) AZ

( ) AR

( ) BC

( ) CA

( ) CO

( ) CT

( ) DC

( ) DE

( ) FL

( ) GA

( ) HI

( ) ID

( ) IL

( ) IN

( ) IA

( ) KS

( ) KY

( ) LA

( ) ME

( ) MB

( ) MH

( ) MD

( ) MA

( ) MI

( ) MN

( ) MS

( ) MO

( ) MT

( ) NE

( ) NV

( ) NB

( ) NL

( ) NH

( ) NJ

( ) NM

( ) NY

( ) NC

( ) ND

( ) NT

( ) NS

( ) NU

( ) OH

( ) OK

( ) ON

( ) OR

( ) PA

( ) PE

( ) PR

( ) QC

( ) RI

( ) SK

( ) SC

( ) SD

( ) TN

( ) TX

( ) UT

( ) VT

( ) VA

( ) WA

( ) WV

( ) WI

( ) WY

( ) YT

( ) Other

Postal Code\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### Country (Only companies with HQ in US/Canada are eligible)\*

( ) USA

( ) Canada

Headquarters Phone Number\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Main Website Domain eg: crn.com (please do NOT include "https://www.")   
 \*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company Twitter Handle (e.g. [@TheChannelCo](https://twitter.com/thechannelco)): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### Is this company a division or subsidiary of a larger company?\*

( ) Yes

( ) No

If so, what is the name of the parent company? (if applicable): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### What is your company's corporate structure?\*\*

( ) Public

( ) Private

#### Which of these selections best describes the company's business model?\*

( ) VAR/Integrator

( ) Managed Service Provider

( ) IT/Business Consultant

( ) Web Developer

( ) Software Developer/ISV

( ) Cloud Service Provider

( ) AV Systems Integrator

( ) Government Integrator

( ) Communications Integrator

( ) Telco Service Provider

( ) Direct Market Reseller (DMR)

( ) Distributor

( ) A vendor (manufacturer) with an IT services division

( ) A vendor (manufacturer) without an IT services division

( ) Other

( ) None of the above

If you chose "A vendor (manufacturer) with an IT services division" in the question above, please answer the following question.    
What percentage of your revenue comes from IT services/solutions?: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## (untitled)

### 3) Please enter the company's ****2018**** fiscal year global gross revenue (or the relevant portion) in U.S. Dollars. (REQUIRED) ****Please remember, total revenue refers to Technology Reseller or Service Provider related revenue.**** *****Revenue figures are strictly for ranking purposes only and will NOT be published***** [****CLICK HERE TO DOWNLOAD THE REVENUE CLARIFICATION INSTRUCTIONS AND THE REVENUE VERIFICATION FORM.****](//surveygizmolibrary.s3.amazonaws.com/library/245197/2019_Revenue_Verification_Form.docx) Enter numeric characters only, 0 thru 9. Do not enter a $ sign or commas. You may round off to the nearest thousand dollars. For example, if your gross revenue is $6,790,885.70, you can enter or "6791000" but not "6800000". If this number is not yet available, please total the gross revenue from the last 4 available quarters and enter it below.\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### 4) To confirm the number you entered above, tell us what range your 2018 gross revenue falls within:\*

( ) Below 1M

( ) 1-4.9M

( ) 5-9.9M

( ) 10-24.9M

( ) 25-49.9M

( ) 50-99.9M

( ) 100-249.9M

( ) 250-499.9M

( ) 500-999.9M

( ) 1-1.99B

( ) 2B+

### 5) 2017 Gross Revenue (please use same guidelines as for 2018 above)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

### 6) 2016 Gross Revenue (for the Fast Growth 150)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### 7)  What percent of your company's estimated 2018 total revenues were derived from each of the following areas?  No decimal points or percent signs - Total must equal 100%.\*

\_\_\_\_\_\_\_\_Hardware/software resell

\_\_\_\_\_\_\_\_Design/Development (software, application, web)

\_\_\_\_\_\_\_\_General managed IT services (ie. Helpdesk, remote support, vendor management)

\_\_\_\_\_\_\_\_Cloud-based services (ie. Private/Public/Hybrid cloud, as-a-service offerings)

\_\_\_\_\_\_\_\_Security-based services (ie. intrusion detection/prevention, firewall, encryption)

\_\_\_\_\_\_\_\_Consulting services

\_\_\_\_\_\_\_\_Other Areas Not Listed

## (untitled)

### 8) Number of full-time employees in the VAR/Solution Provider part of business in 2018, all locations:\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### 9) To confirm the answer above, please select the range below that best represents the number of full-time employees in the VAR/Solution Provider part of business in 2018, all locations:\*

( ) 1-10

( ) 11-50

( ) 51-200

( ) 201-500

( ) 501-1,000

( ) 1,001-5,000

( ) 5,001-10,000

( ) 10,001+

#### 10) To which markets do you currently sell to? Please check all that apply.\*

[ ] Small (less than 99 employees)

[ ] Midsized (100 to 999 employees)

[ ] Enterprise (1,000 or more employees)

#### 11) What distributors do you source your product(s) through? Please select all that apply.\*

[ ] Arrow

[ ] Avnet

[ ] D&H

[ ] Tech Data

[ ] Ingram Micro

[ ] Synnex

[ ] ScanSource

[ ] Other (please specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

[ ] None

### 12) What IT vendors are you not currently partnered with, but would like to be? (if any):

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### 13) Which vertical markets do you currently sell to? Please select all that apply.\*

[ ] Agriculture/Farming

[ ] Architectural/Engineering

[ ] B2C

[ ] Commercial

[ ] Communications/Telecom

[ ] Construction

[ ] Distribution

[ ] Energy/Utilities

[ ] Federal Government

[ ] Financial/Banking

[ ] Healthcare

[ ] Higher Education

[ ] Hospitality/Entertainment

[ ] Insurance

[ ] K-12 Education

[ ] Legal

[ ] Manufacturing

[ ] Non-Profit

[ ] Pharmaceuticals

[ ] Real Estate

[ ] Retail

[ ] State/Local Government

[ ] Technology

[ ] Transportation/Logistics

## (untitled)

### 14) Top Executive Contact Info

Full Name\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email Address (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone Number (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Extension, if applicable: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

#### 15) Please upload a high resolution photo of the Top Executive.  Please include the executives name in the name of the file.  Please include the executives name in the name of the file. Once you've selected your photo, you must click the "upload" button in order for your photo to upload successfully.  If a photo is unavailable at this time, please skip this question and email the photo to [Christopher Kopacko](mailto:ckopacko@thechannelcompany.com) prior to the application deadline.

\_\_\_\_\_\_\_\_1

### 16) Main Marketing/PR Contact (for award/notification purposes)

Full Name\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email Address (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone Number (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Extension, if applicable: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

### 17) Top Sales Executive (will NOT be published)

Full Name\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email Address (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone Number (not for publication)\*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Extension, if applicable: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## Thank You!