



Formsheet for New Customers Arrow ECS AG

Fax to: +49 (0) 89 / 930 99-200

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 Attachmate NetApp
 Enterprise Solutions F5Networks VMware

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 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