iDETECT® Partner Assessment Profile

Company Information

1. Company name (and ticker symbol if public):

2. Company URL:

3. Geographical territory being considered for the partnership (list all areas that apply):

4. Company revenue/profit (latest fiscal year, in €)

5. Percentage of company revenue in financial services:

6. Address of company headquarters:

7. Office locations for geographical territories listed in #3 above:

8. Number of employees globally:

9. Number of employees focused on financial services:

10. Number of customers in the financial services industry:

Partner Compatibility Review:

1. Please describe the type of relationship in which you are interested (systems integration, platform or technology):

2. Please describe the customer value proposition of your product or service:

3. Please describe the type of partnership you are envisioning with us (exclusive, preferred, etc) and the types of relationships that you currently have with our competitors, if any:

4. Please describe the typical profile of your customer base in financial services, in terms of the number of customers you have that could be described as "Tier-1" (multi-billion € in revenue). <u>Please list these accounts specifically if possible</u>:

5. Please describe your company's strategy in the implementation market (resale and integration of third-party software, referral and integration, resale / referral only etc):

6. Please describe how you price your services (consistent global pricing, flexible pricing for specific geographies, fixed-bid, time and materials etc):

7. Please describe the size and focus of your sales organizations (financial services exclusively, financial services and other verticals, not vertically focused etc):

8. Please describe the typical software license revenue and services revenue on projects where you have engaged previously:

9. Please describe your experience in implementing software solutions for the financial services industry (complex global implementations, geographically specific implementations etc). Please list specific products implemented:

10. Is your company capable of providing first-line customer support?

11. Please describe the number and type of systems implementation resources that you have available, by applicable geography and the number of implementations you could support (multiple implementations in multiple geographies, multiple implementations in a single geography, would require significant ramping etc):

Partner Compatibility Review (continued):

12. When would you be prepared to invest in training implementation resources upon execution of an alliance agreement? Specifically, are you prepared to pay for training your consultants in the iDETECT® suite of products?

13. Are you prepared to assign dedicated resources into selling the iDETECT® suite of products at this time?

14. Are you prepared to commit joint marketing funds at this time?

15. Are you capable of providing local demonstration facilities for the iDETECT® suite of products? If so, where specifically would these facilities be located?

16. Please describe any other strategic alliances you maintain with technology companies:

Primary Contact Information

1. Contact Person:

2. Title:

3. Address:

4. Phone Number:

5. Fax Number:

6. Mobile Number:

7. Email Address:

Once complete, please email this document, along with any other relevant information to: alliances@idetect-soft.eu

You can expect a response within 10 business days of receipt of your completed profile. Thank you for your interest in iDETECT®.