



**Business Systems International Ltd**  
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## Memorandum of Understanding Business Systems International &

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Business Systems International (BSI), 59 Markham Street, London SW3 3NR (Tel: 020 7352 7007, Fax: 0207 352 7423, Website: www.e-business.com), is an accredited APRC member of SUN Microsystems and a SUN Enterprise Accredited Reseller. The following Memorandum of Understanding (MOU) outlines how BSI plans to work with you ..... the i-Force Partner to:

- A) Provide you with access to a SUN environment that will assist you to develop your software on the SUN platform and products and hardware products.
- B) Provide you with a dedicated account manager at BSI to help you with developing a strategic go-to market SUN/BSI/ Application Business Plan.

BSI will provide you with:

- 1) Marketing support.
- 2) Market Development.
- 3) Configuration Support.
- 4) Equipment for Demonstration.

Before completing this form, please ensure you have the required pre-requisites, which are:

- 1) You have registered with the i-Force Partner Programme. Forms can be found at: [www.sun.com/partners/join](http://www.sun.com/partners/join)
- 2) Please tell us what market sector you are working in:
  - Investment Finance     Public Sector – Health     Public Sector – Government
  - Retail Finance         Telco

As an i-Force Partner member it is advantageous to register with an APRC member, BSI can help you with this. We hereby agree to work together to help promote the combined sales of the products of SUN Microsystems and of .....

Signed on behalf of **BSI**:

Signed: .....  
 Name: Chris Man .....  
 Title: APRC Contact .....  
 Date: 18<sup>th</sup> June 2003 .....

Signed on behalf of the Application Partner .....

Signed: .....  
 Name: .....  
 Title: .....  
 Date: .....