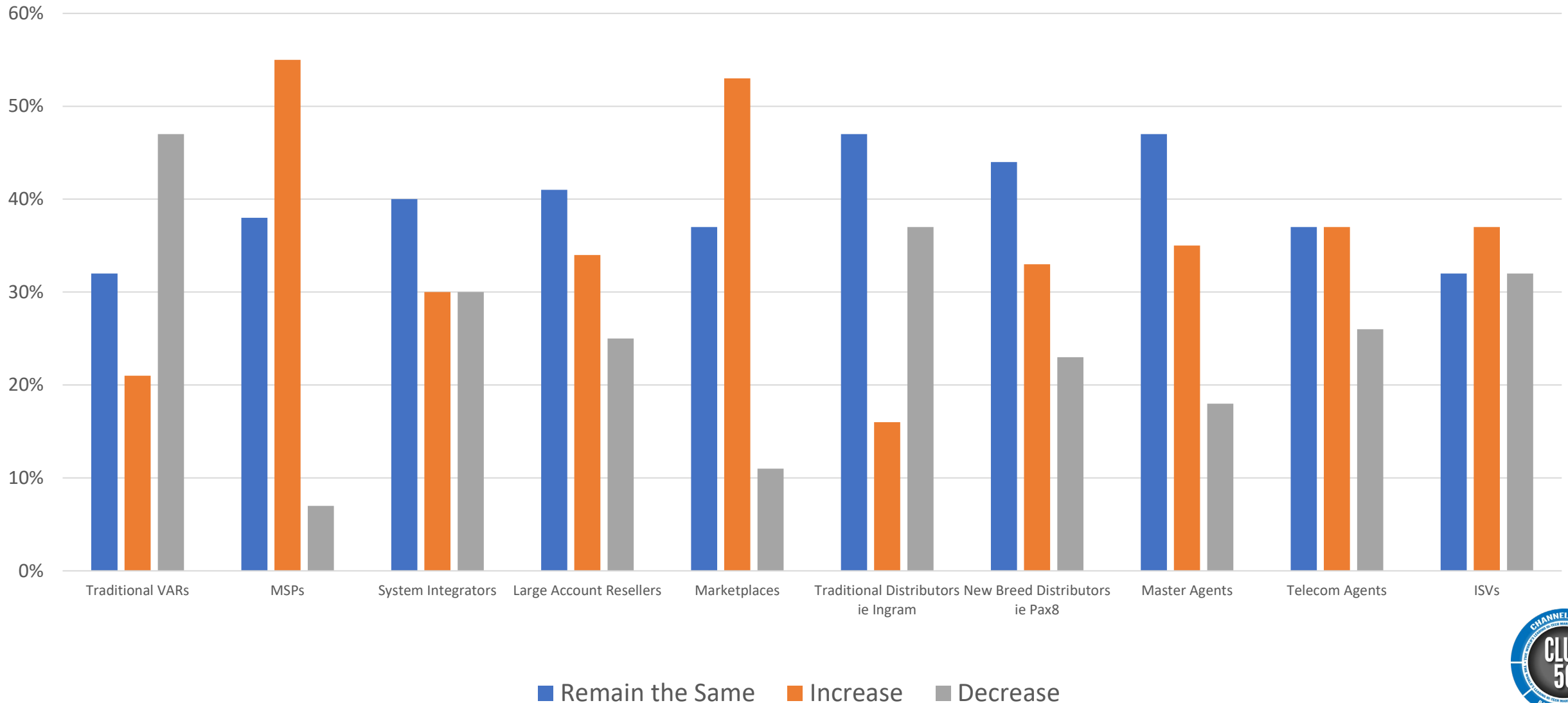
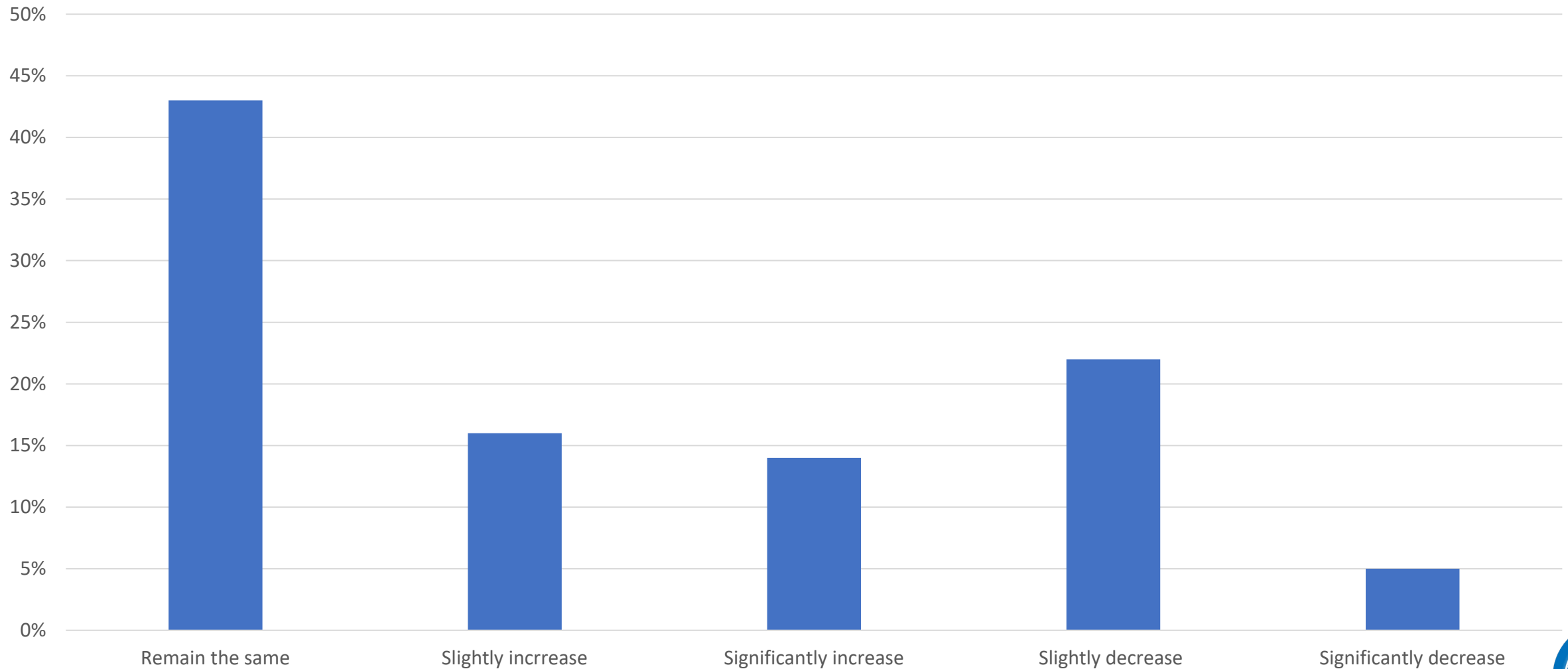


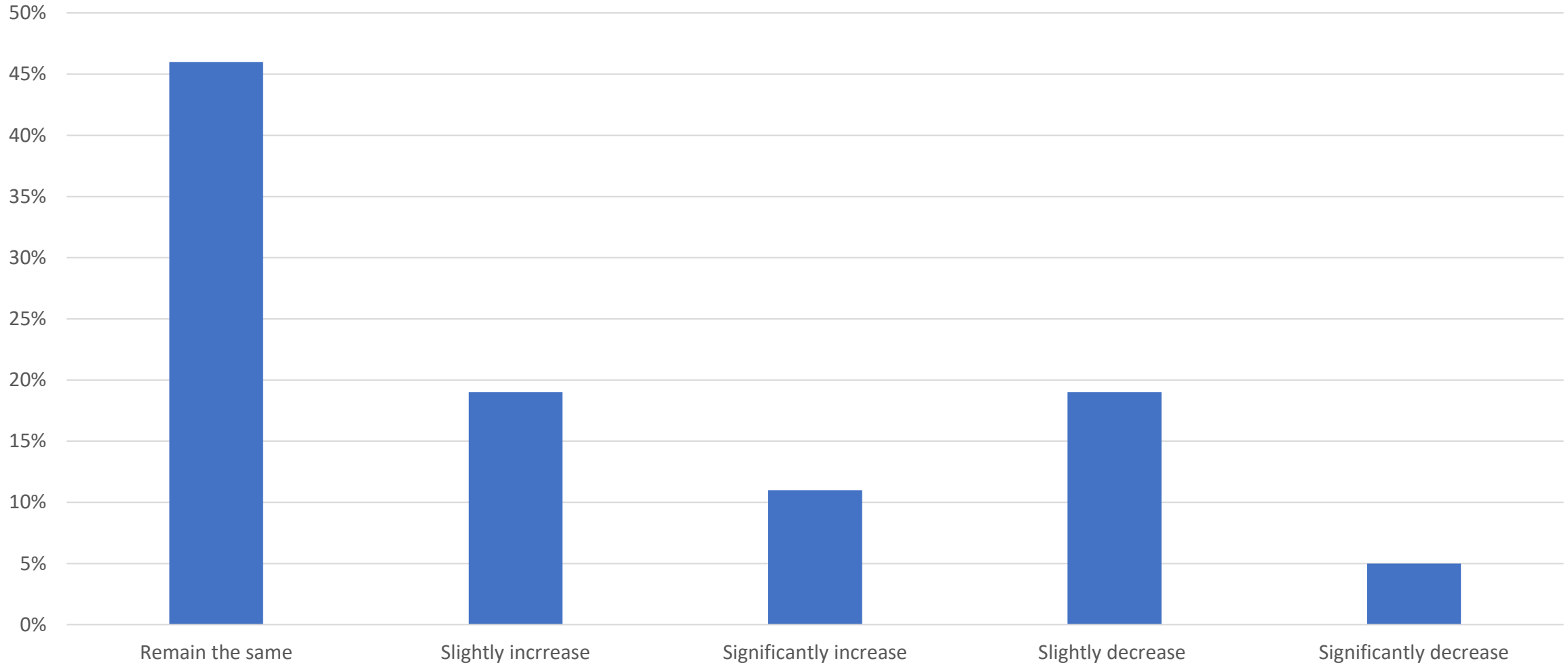
# Since COVID began have you seen sales through the following channels?



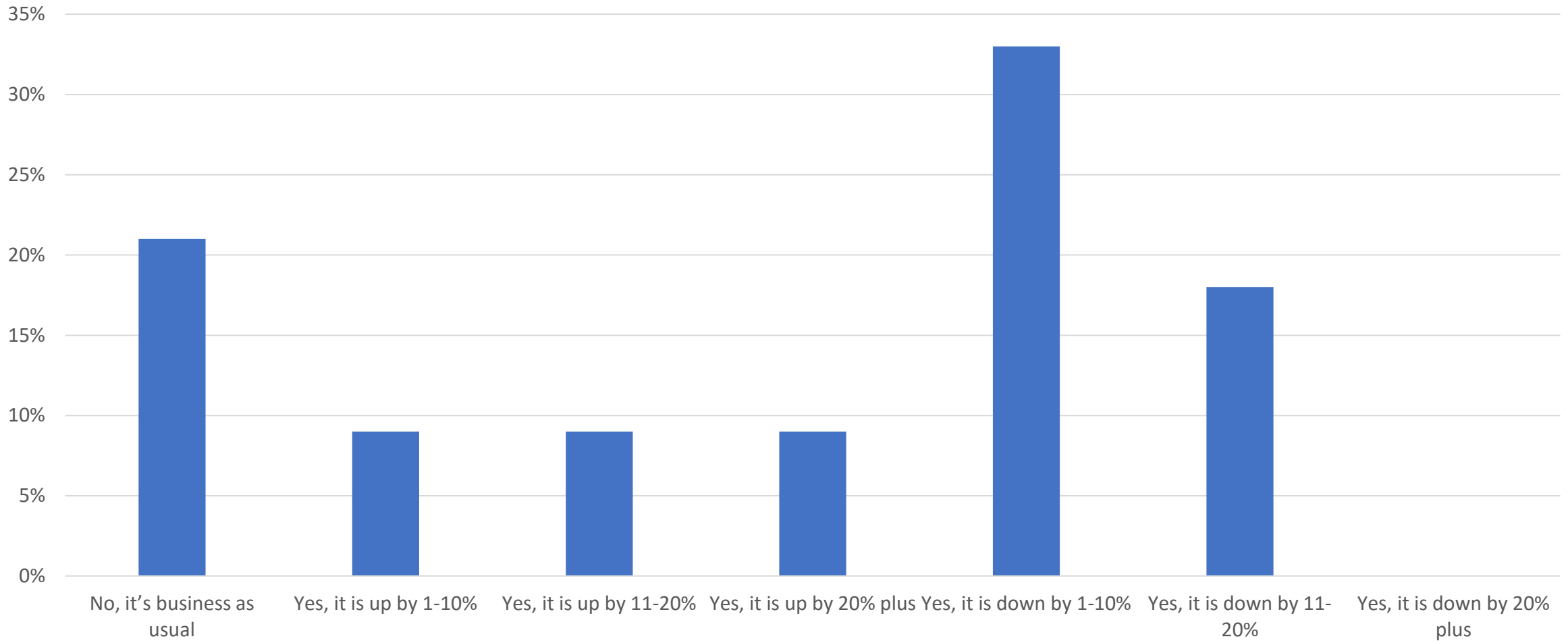
# Is your overall channel budget likely to?



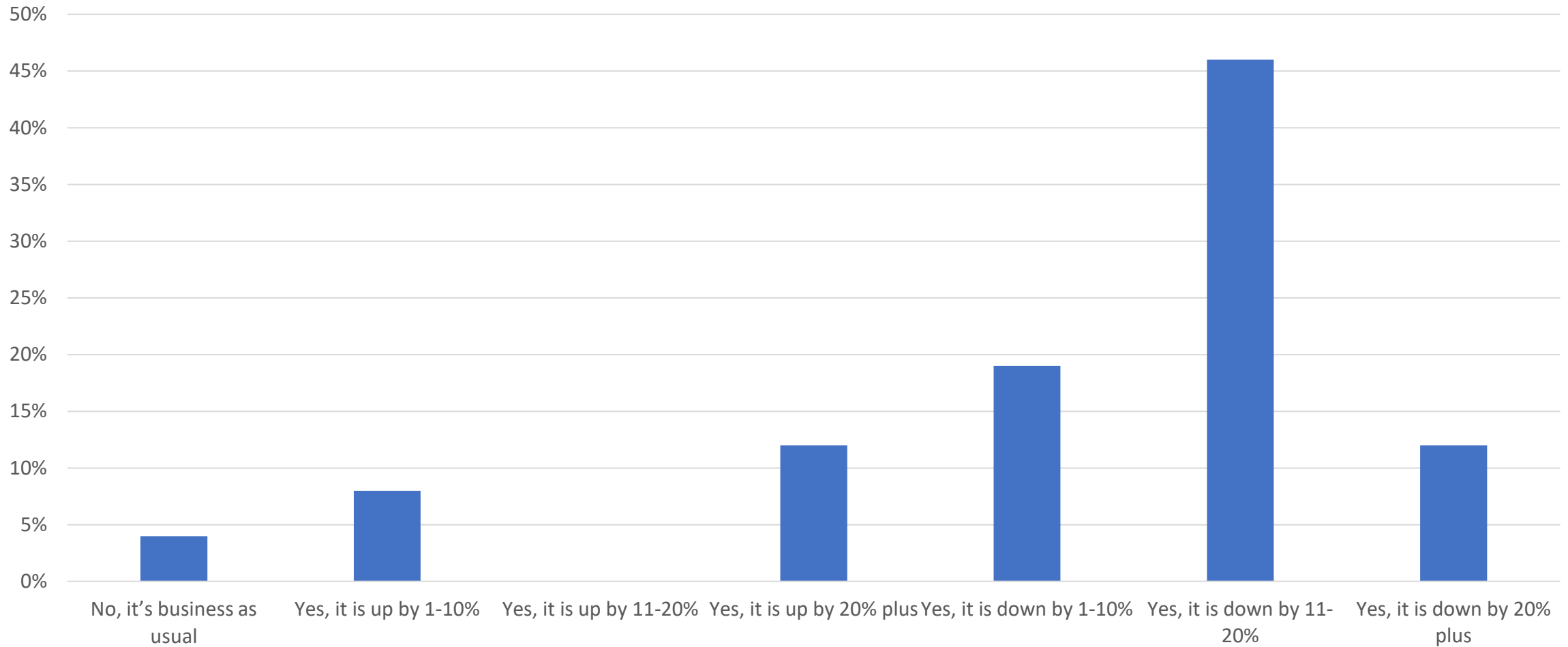
# Is the planned headcount of your Channel team this calendar year likely to?



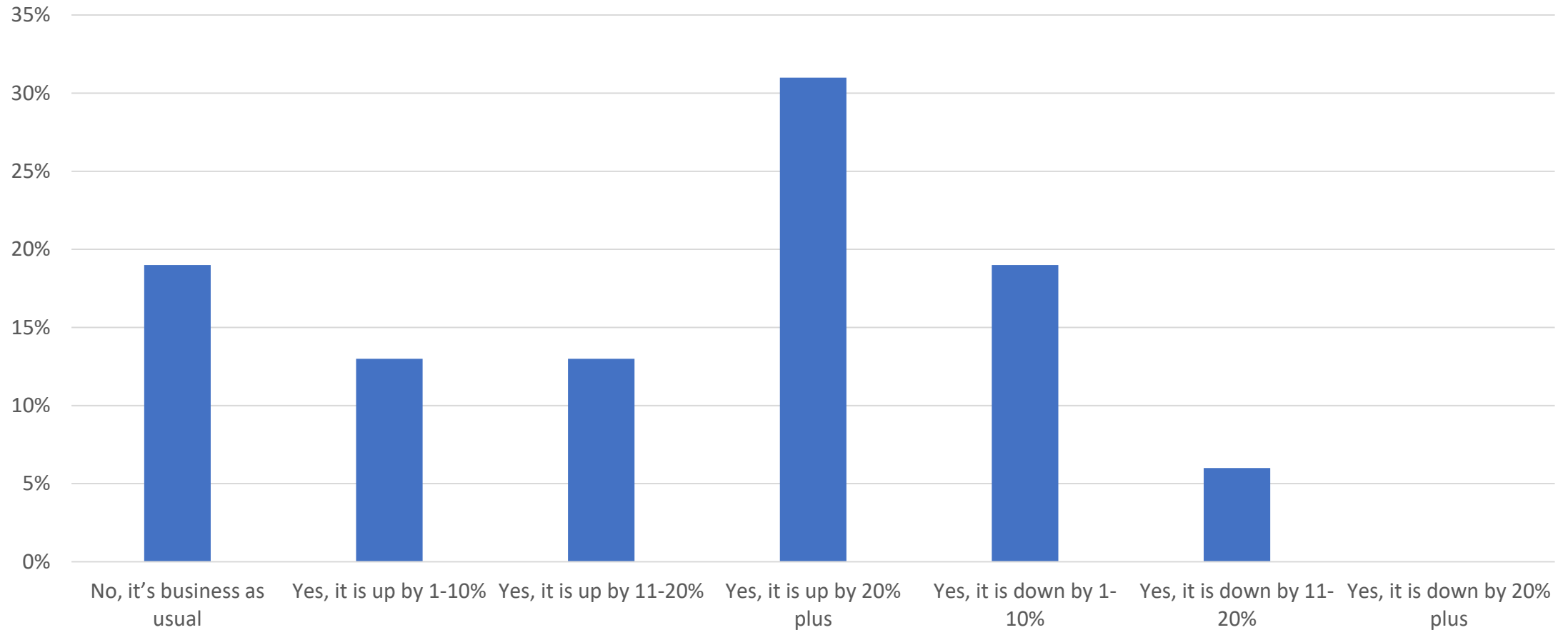
# 1.1 Has your forecast for channel sales been adjusted due to COVID-19



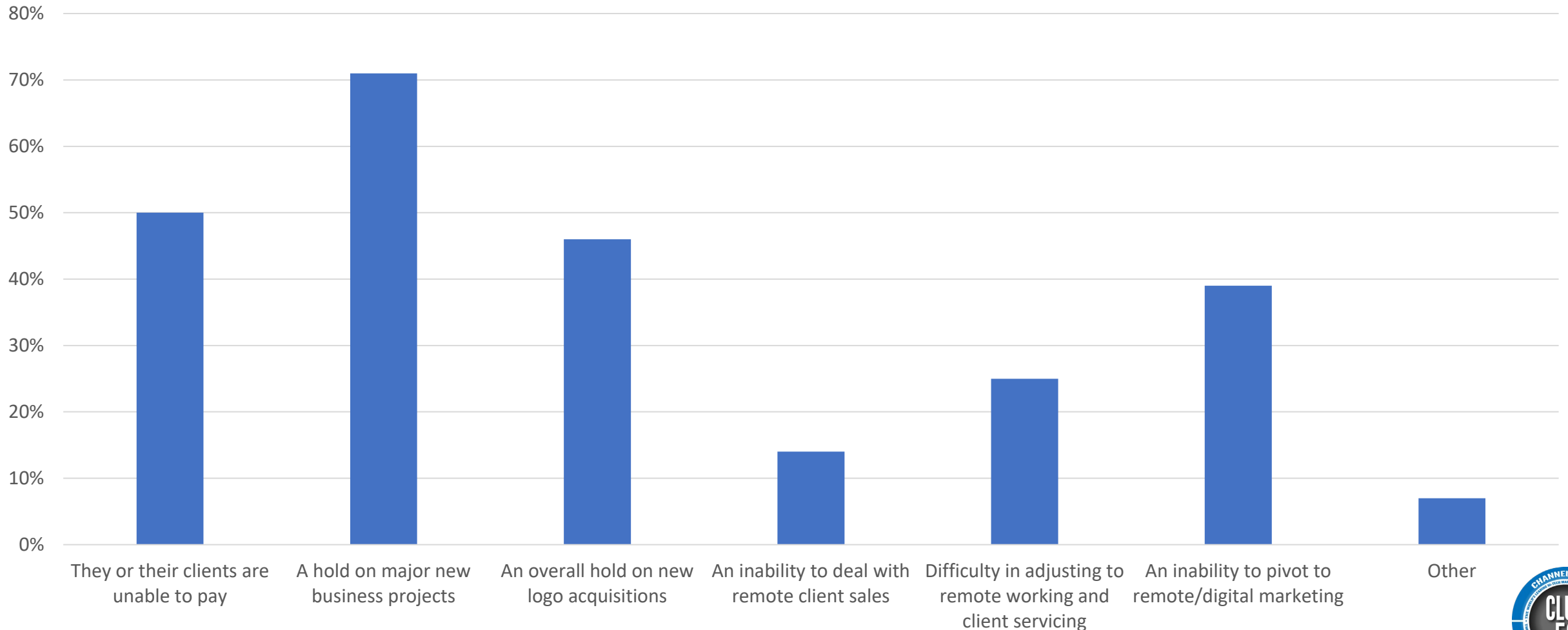
# 1.2 Has your forecast for channel sales been adjusted due to COVID-19 – SMB Market Only



# 1.3 Has your forecast for channel sales been adjusted due to COVID-19 – GSI, Managed Integrated Systems space



## 2.1 What are your partners biggest challenges (check all that apply)



# 5.1 Which key actions are you planning as we begin to exit lockdown? (check all that apply)

