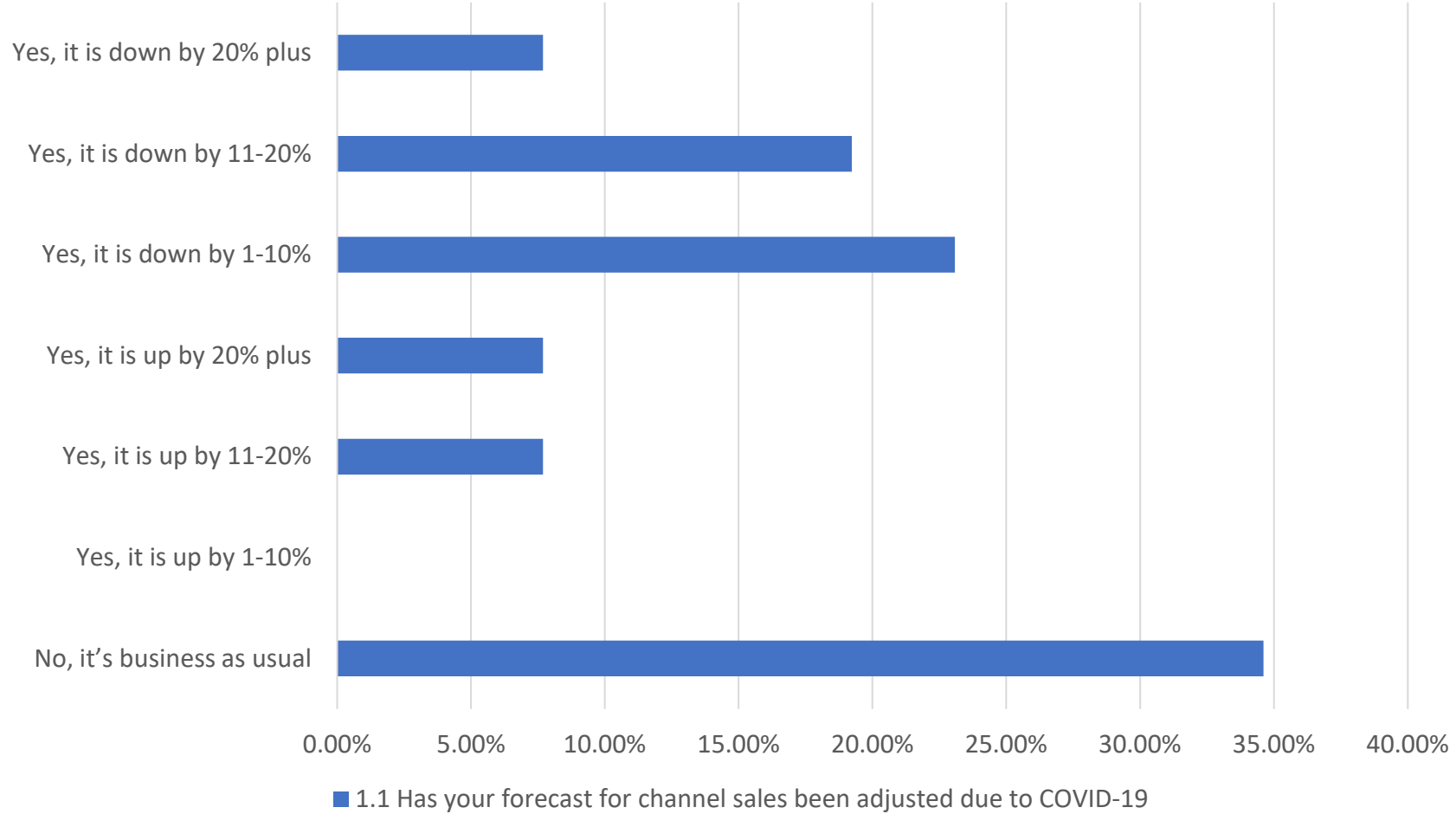
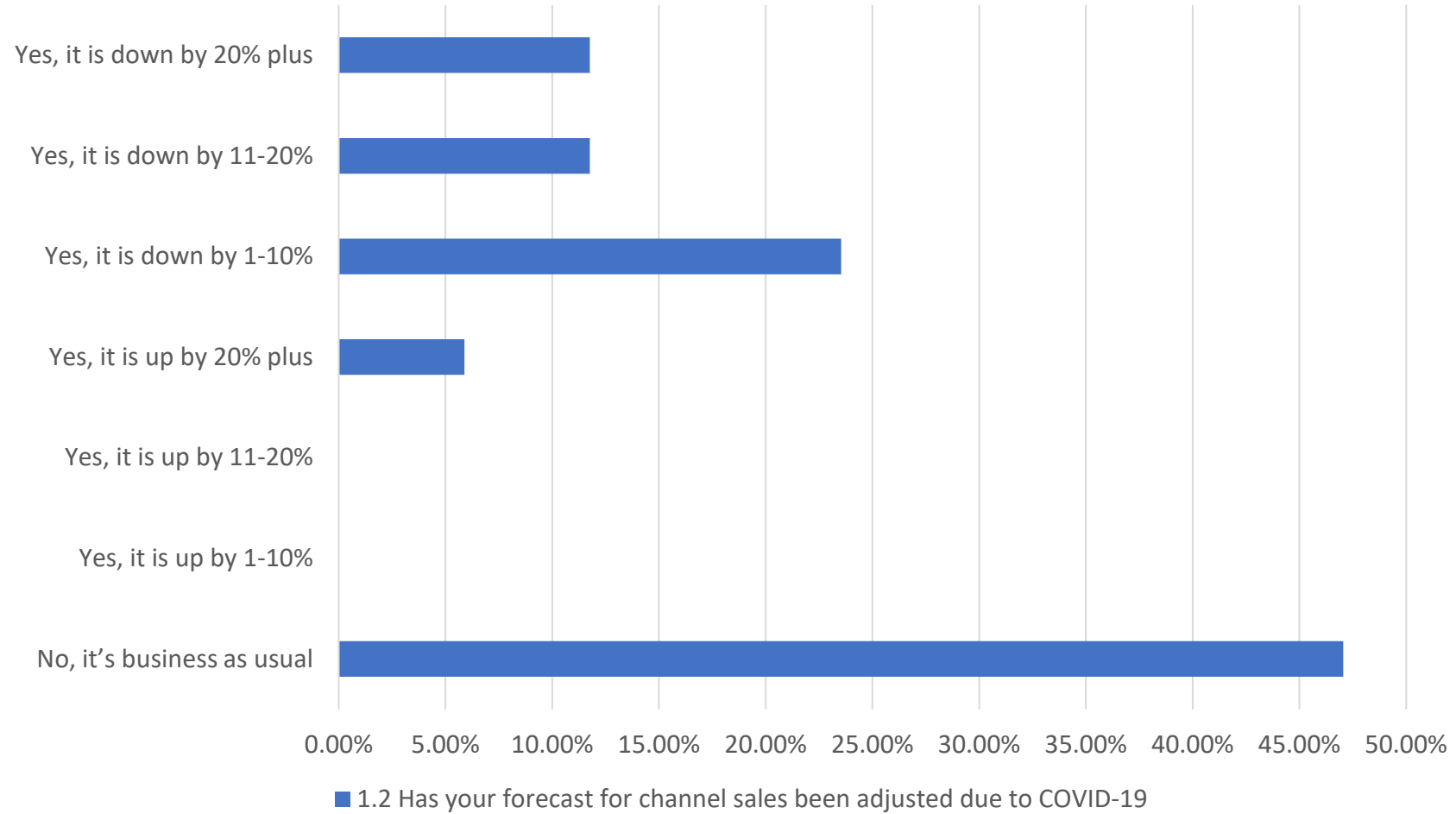


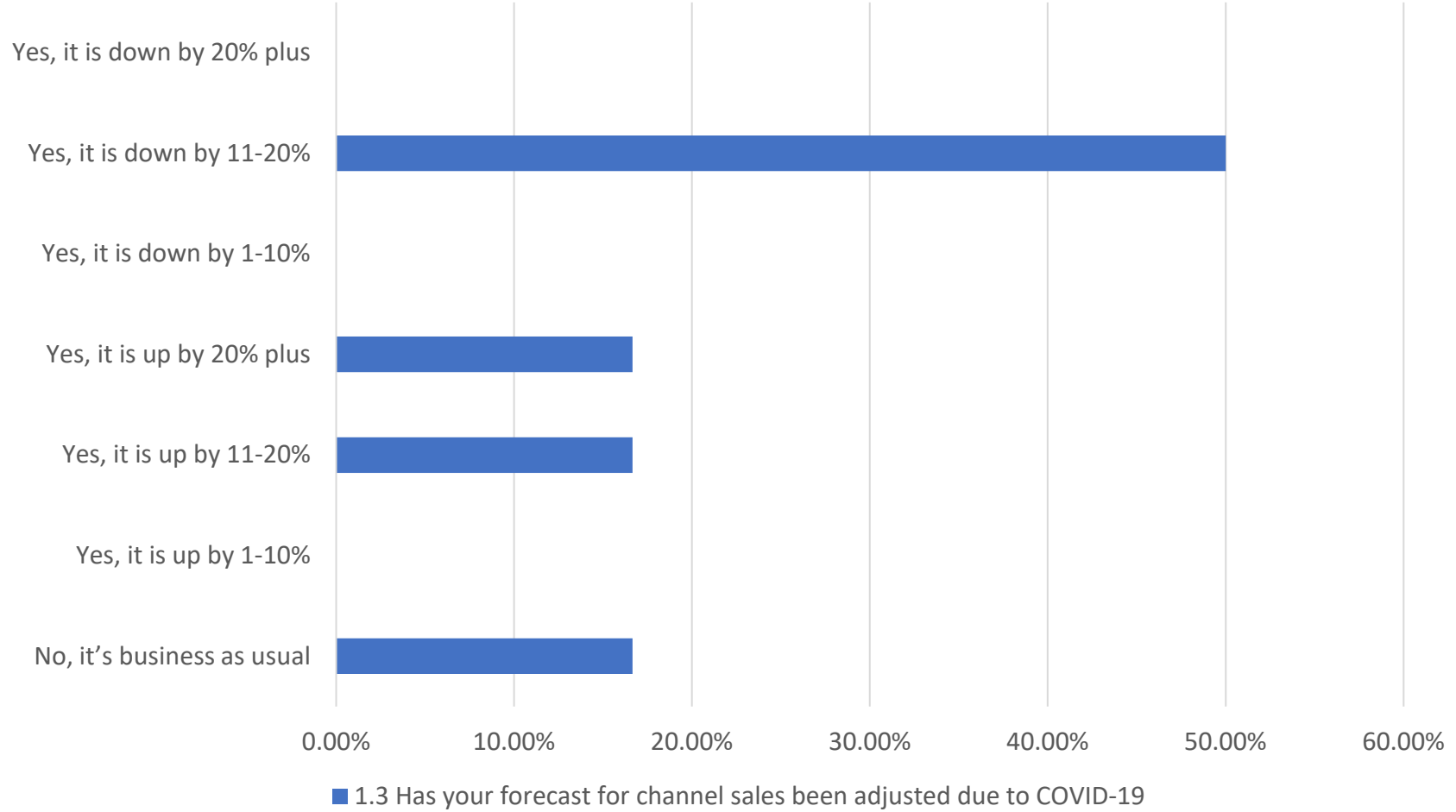
1.1 Has your forecast for channel sales been adjusted due to COVID-19



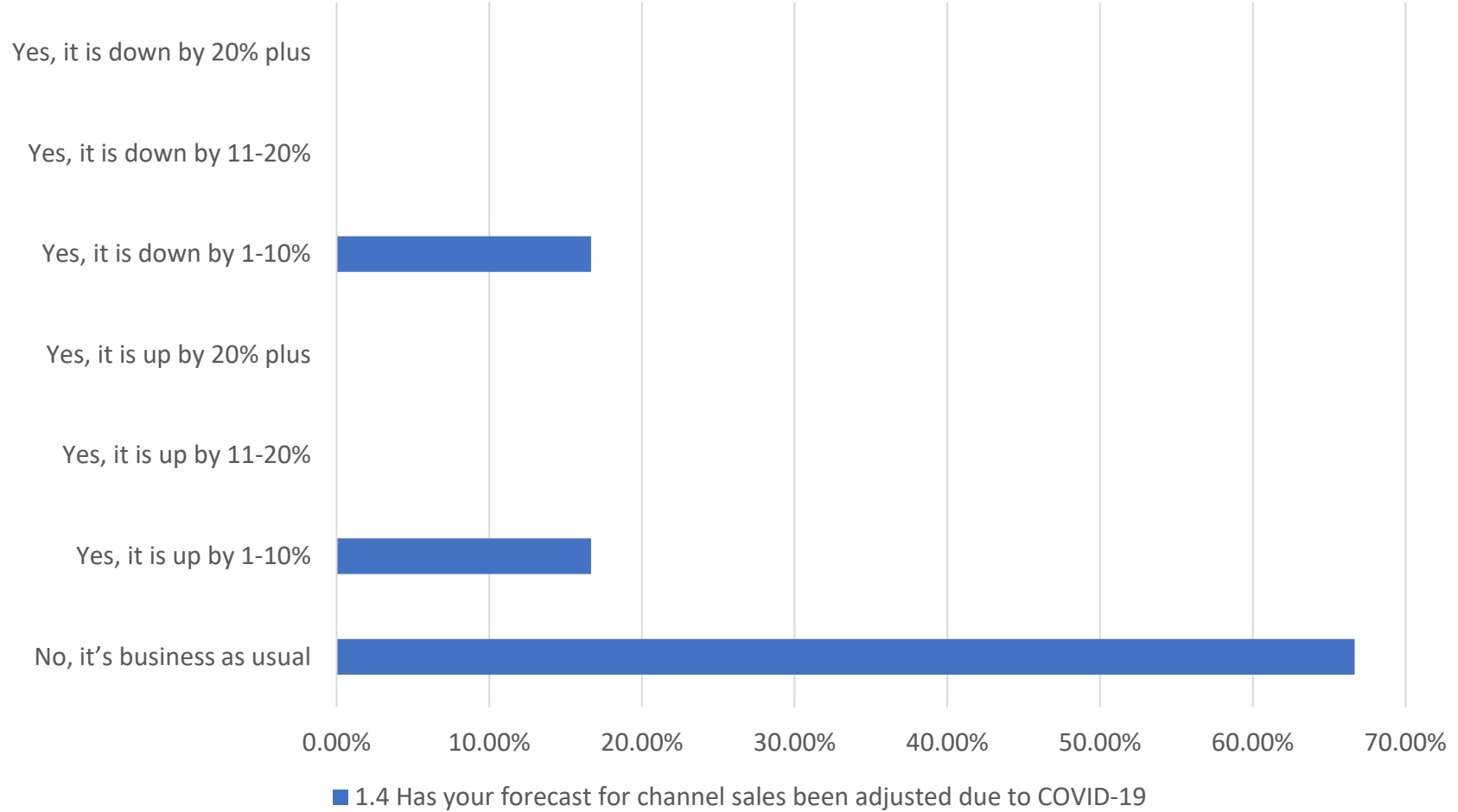
1.2 Has your forecast for channel sales been adjusted due to COVID-19



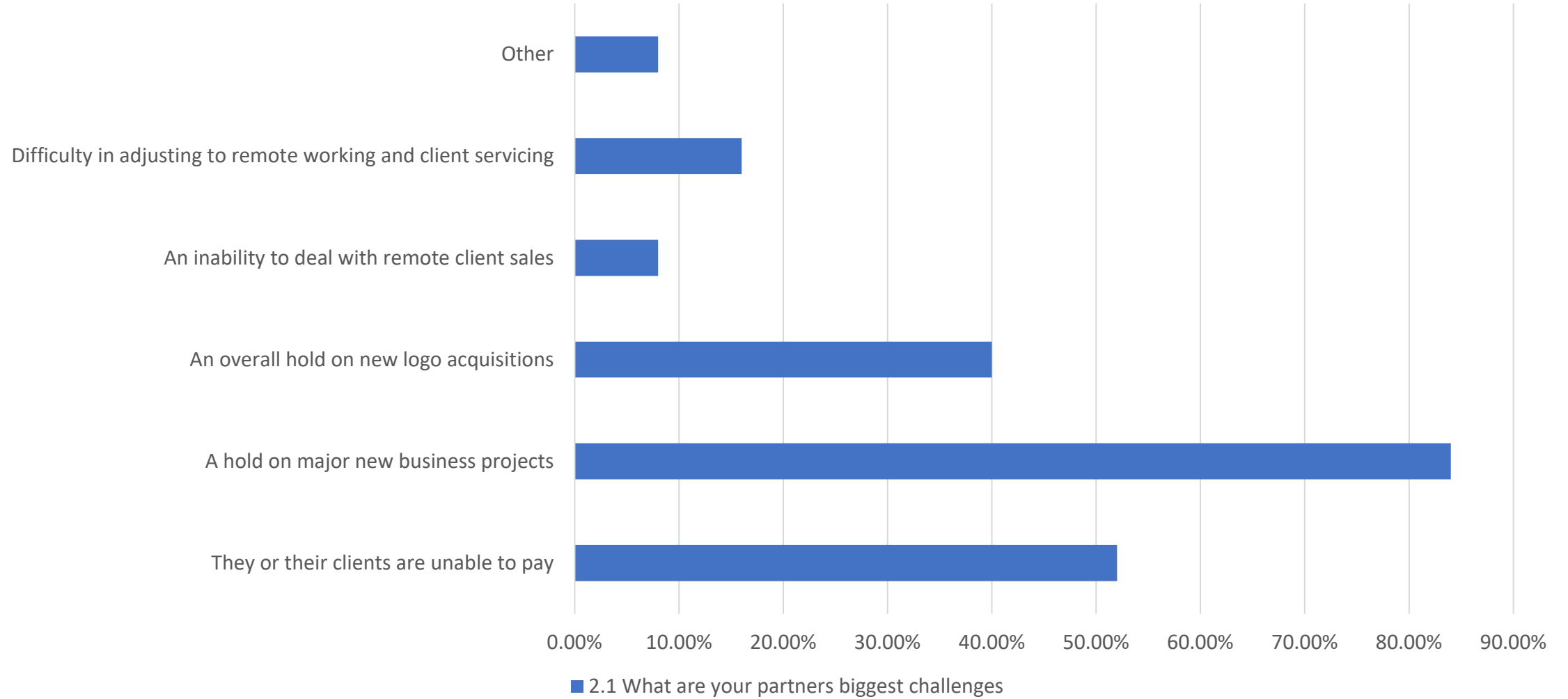
1.3 Has your forecast for channel sales been adjusted due to COVID-19



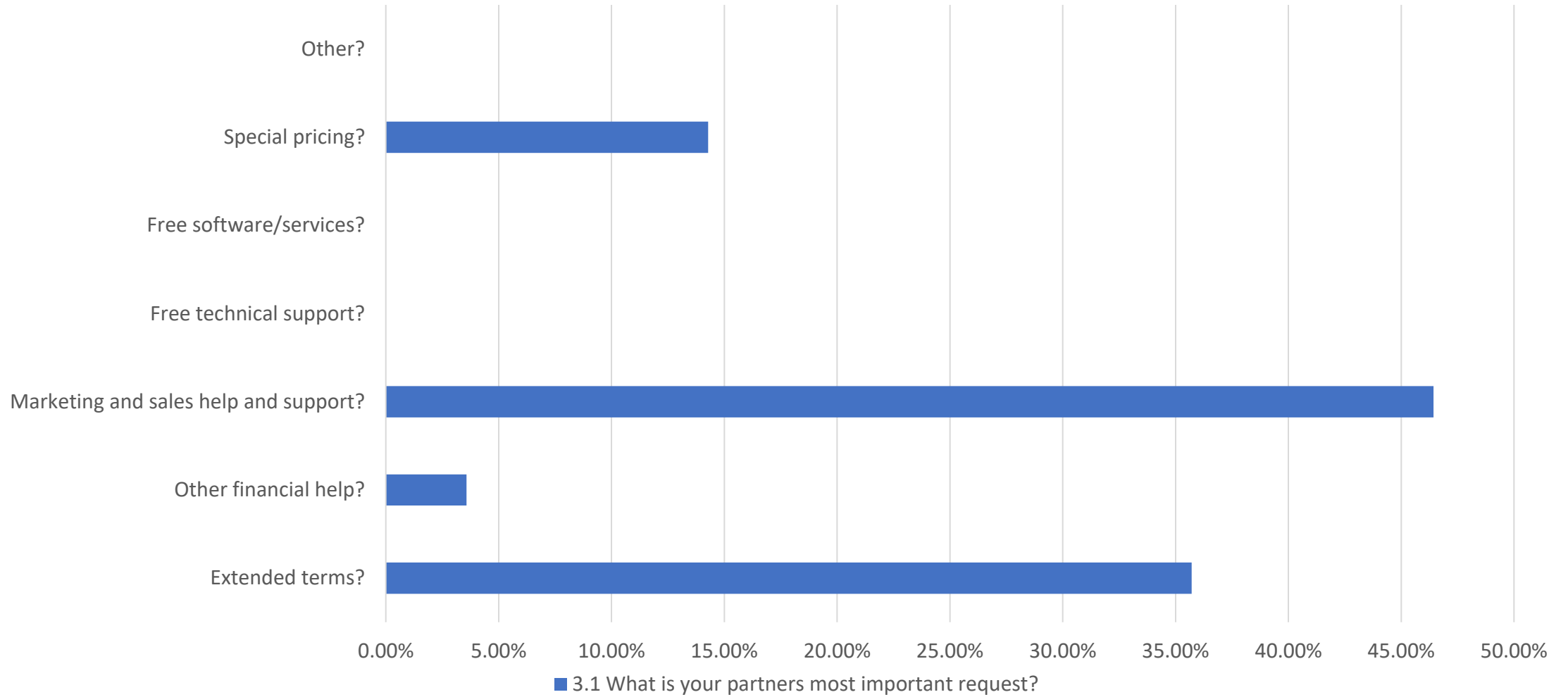
1.4 Has your forecast for channel sales been adjusted due to COVID-19



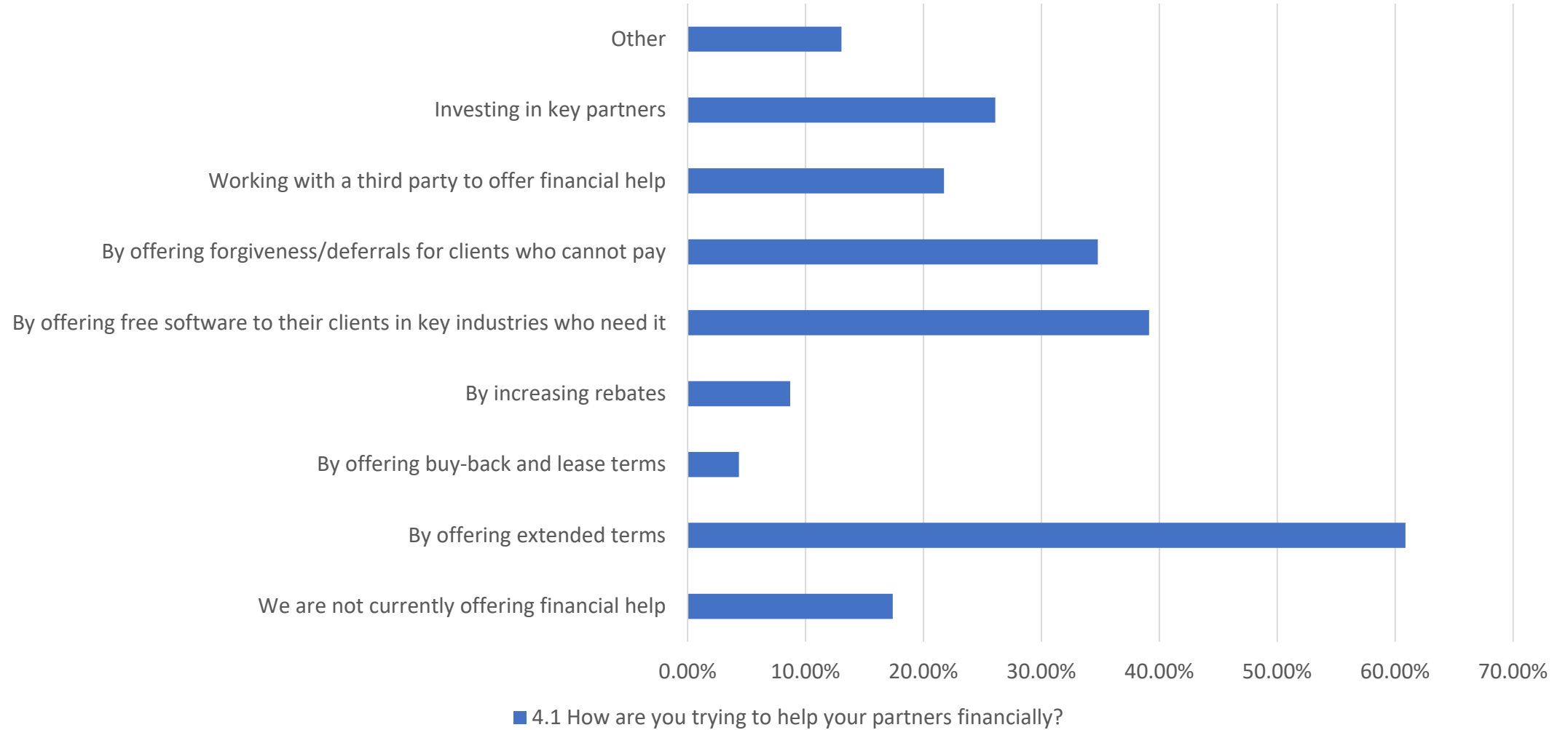
2.1 What are your partners biggest challenges



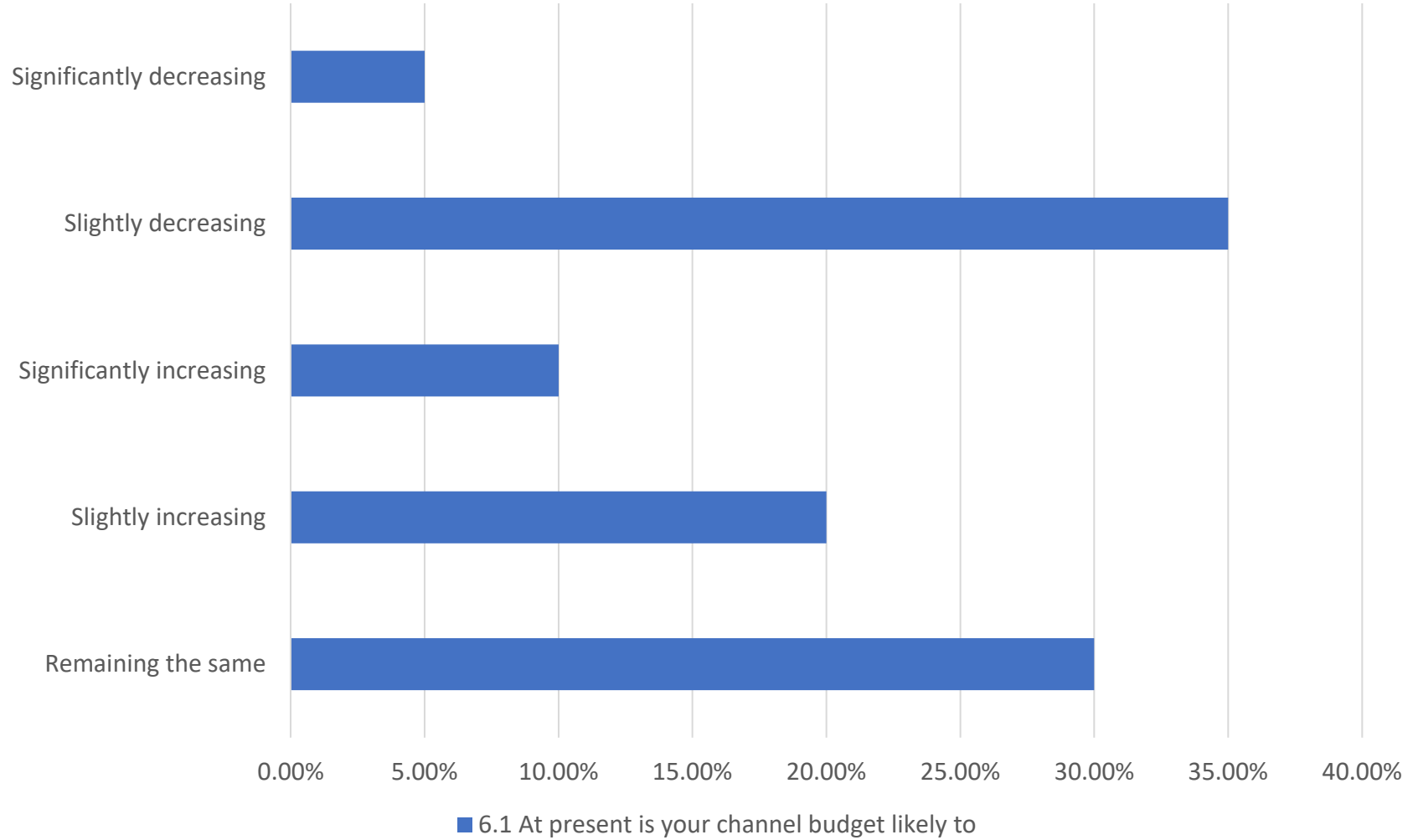
3.1 What is your partners most important request?



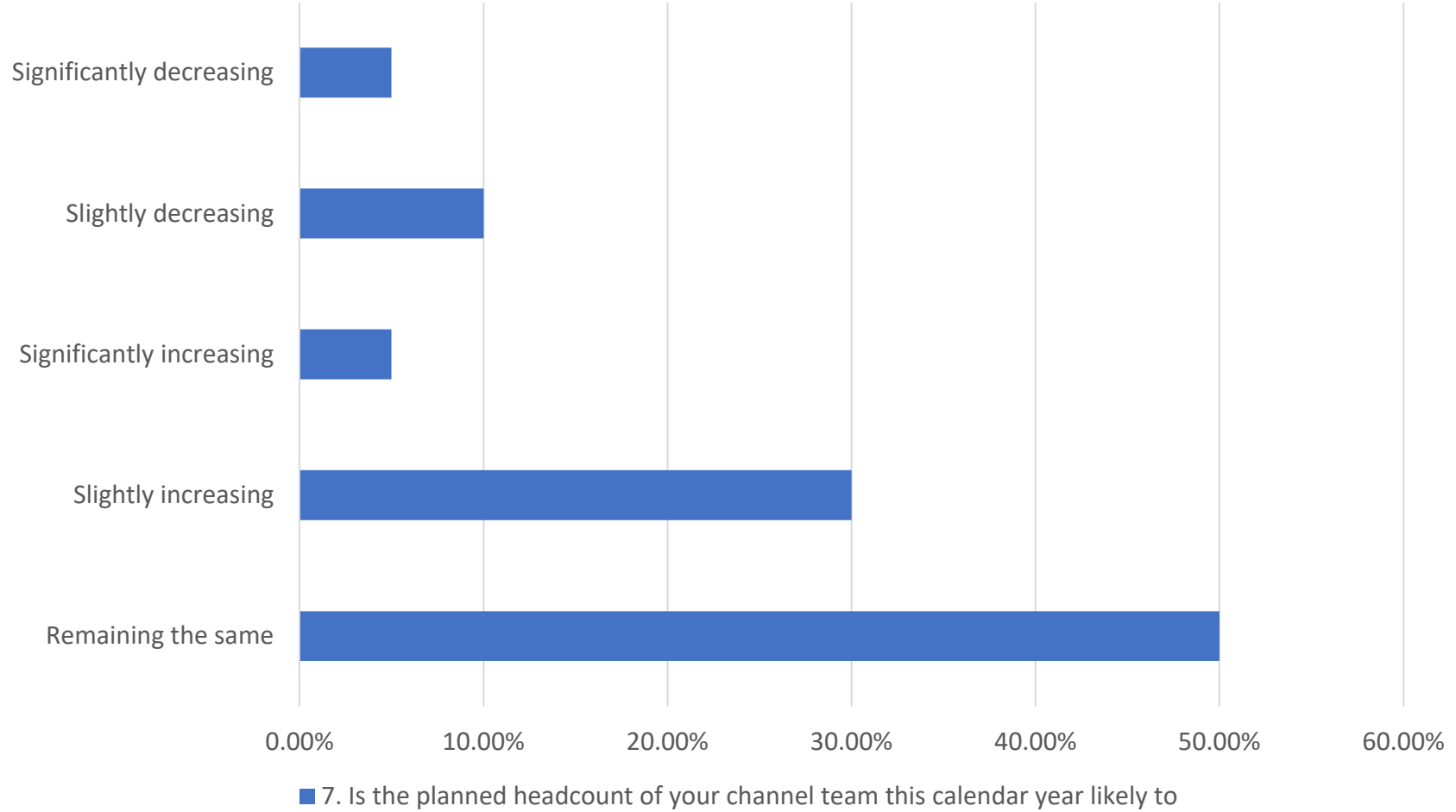
4.1 How are you trying to help your partners financially?



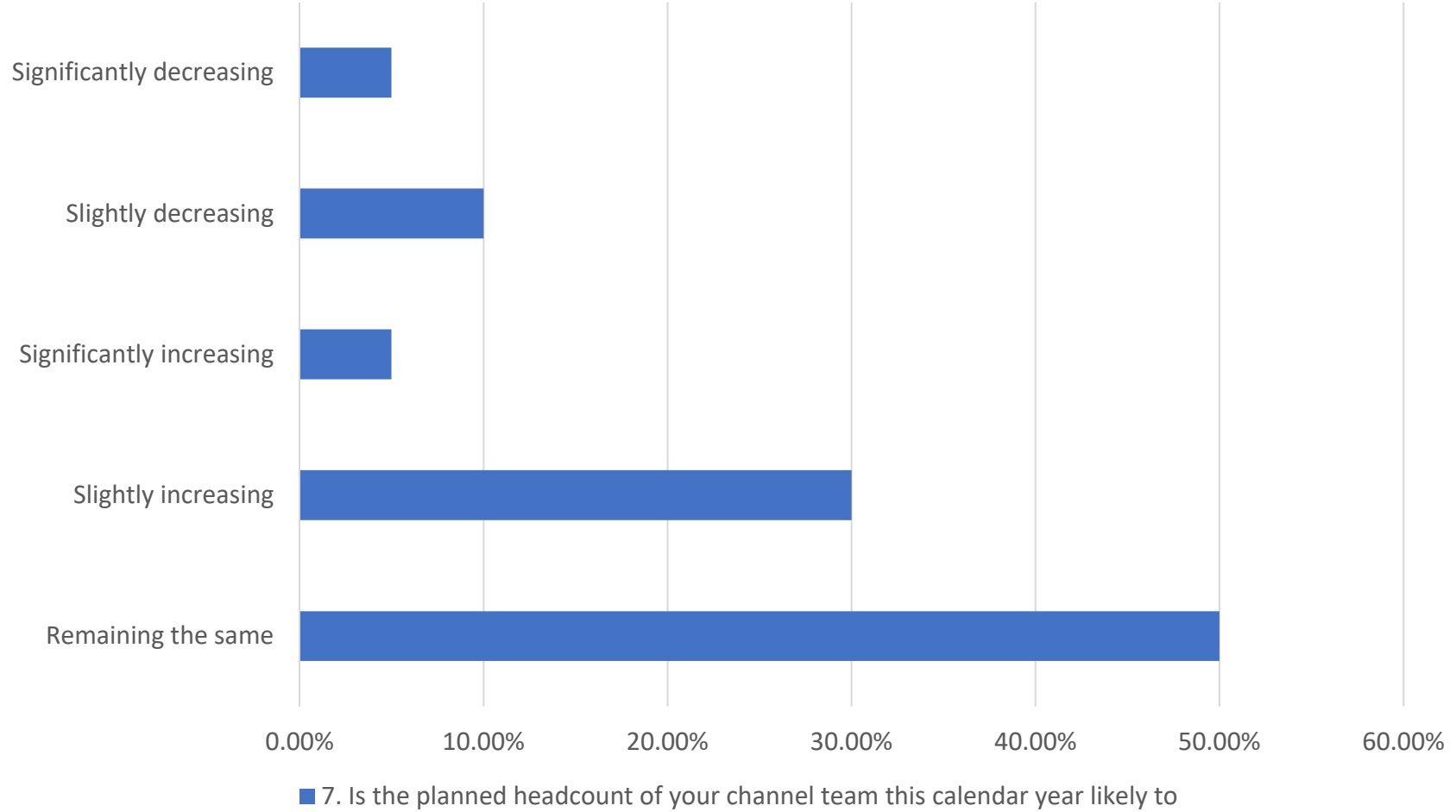
6.1 At present is your channel budget likely to



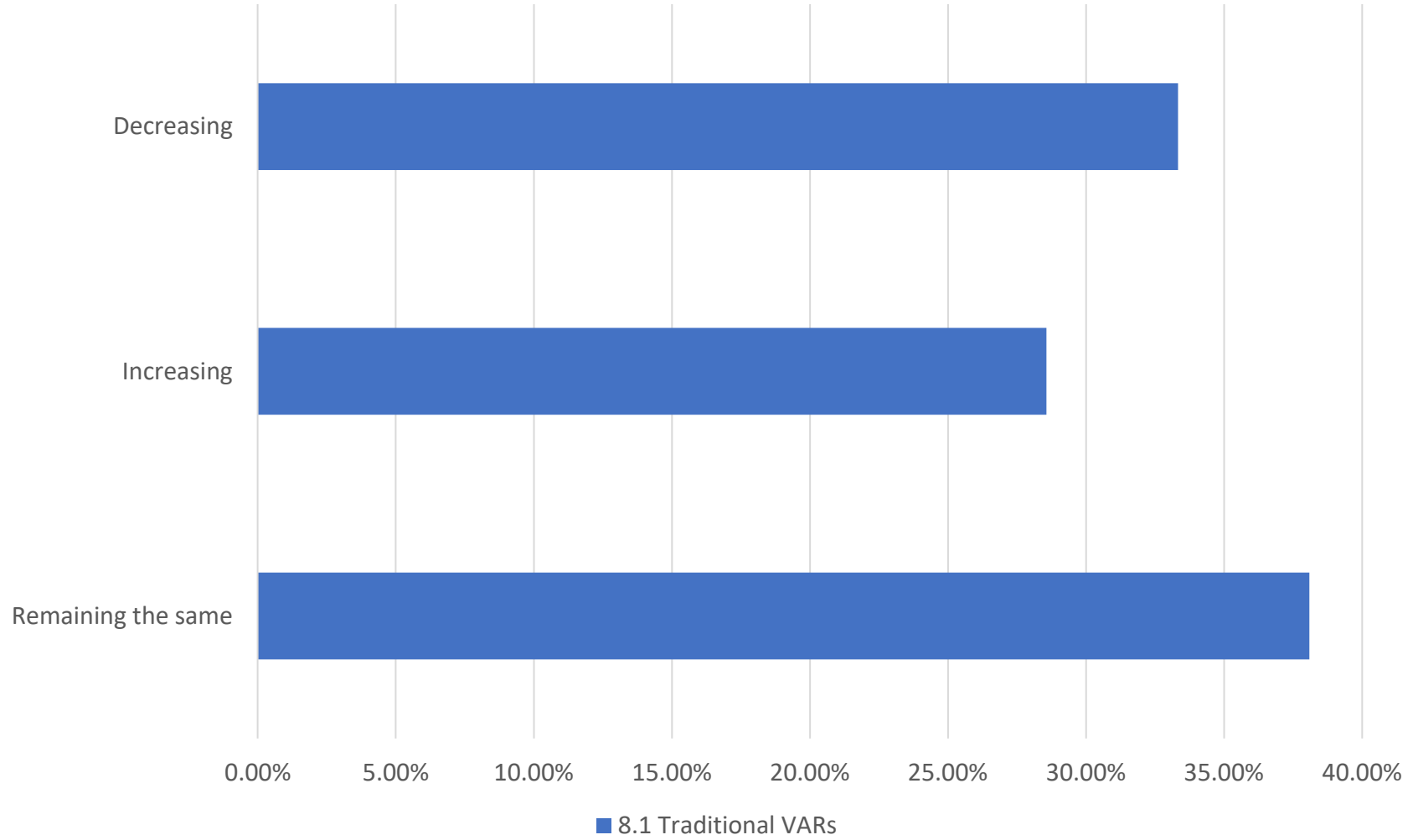
7. Is the planned headcount of your channel team this calendar year likely to



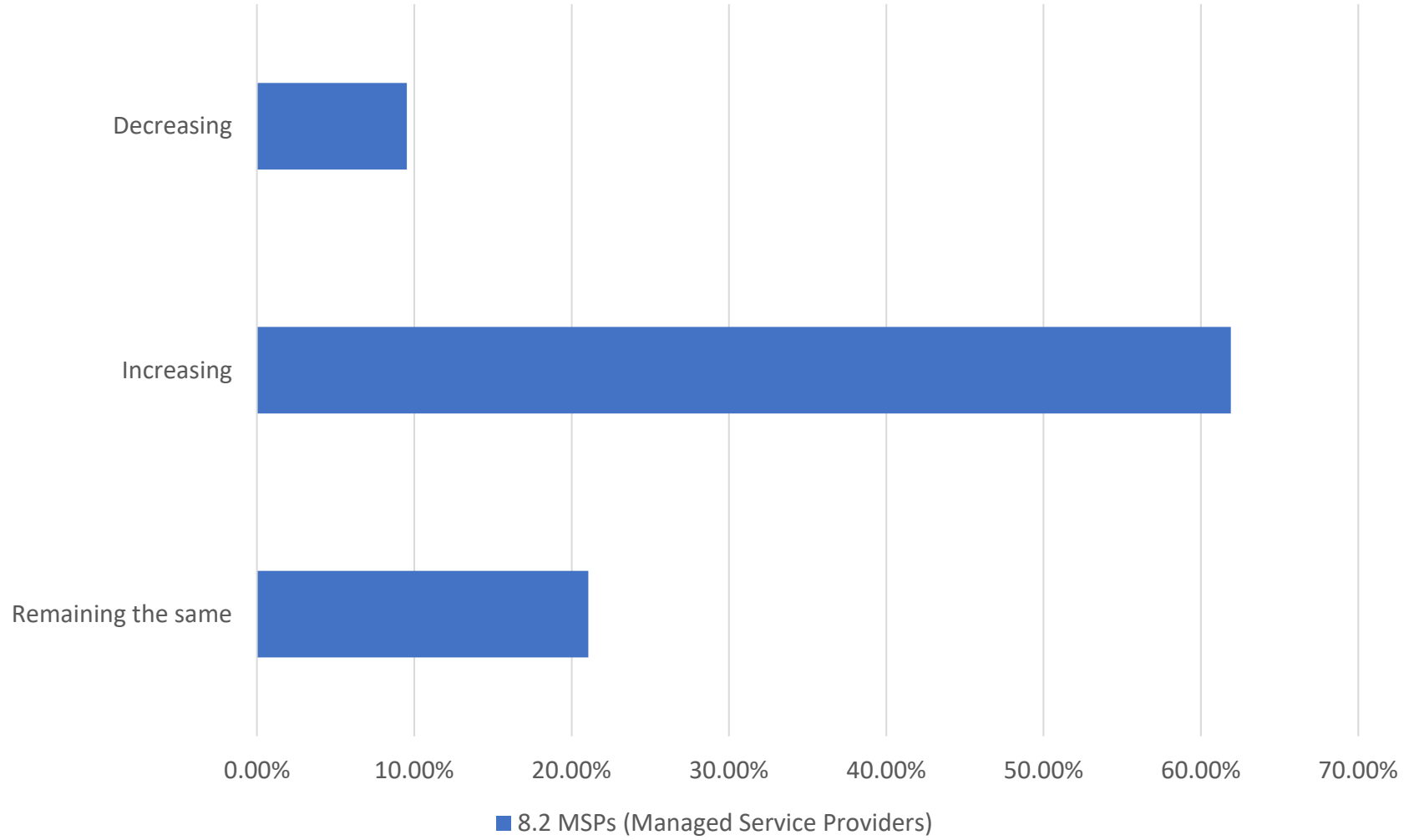
7. Is the planned headcount of your channel team this calendar year likely to



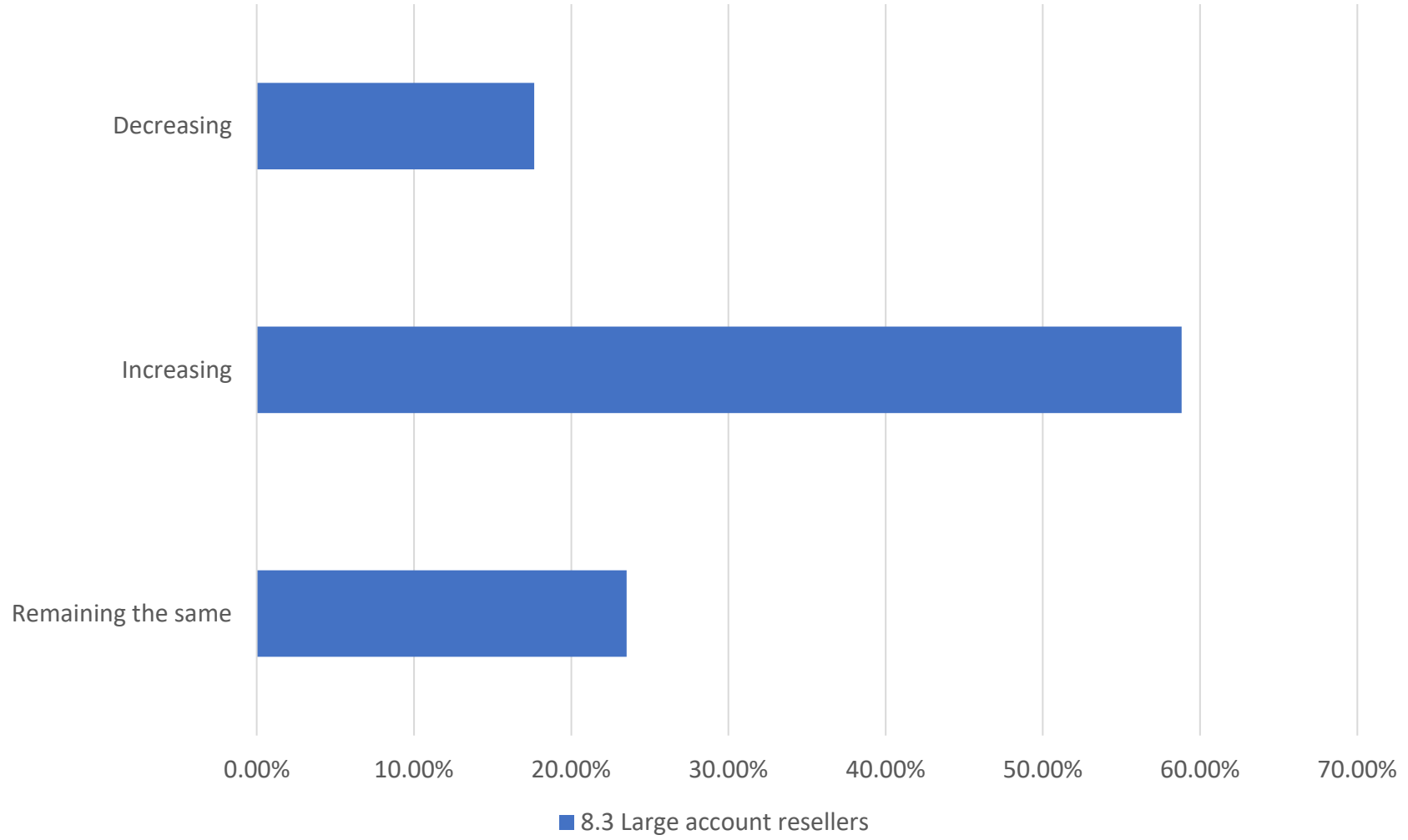
8.1 Traditional VARs



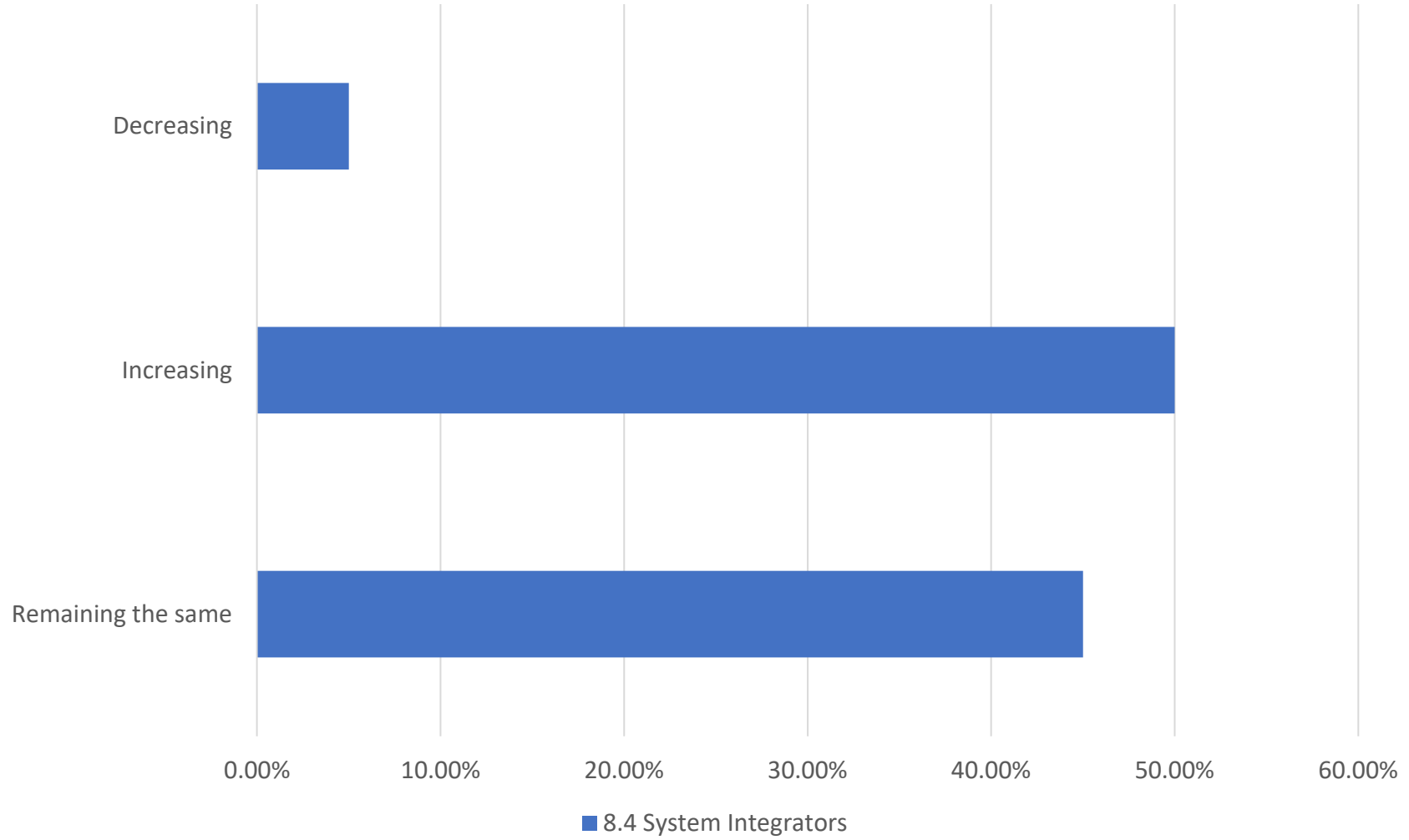
8.2 MSPs (Managed Service Providers)



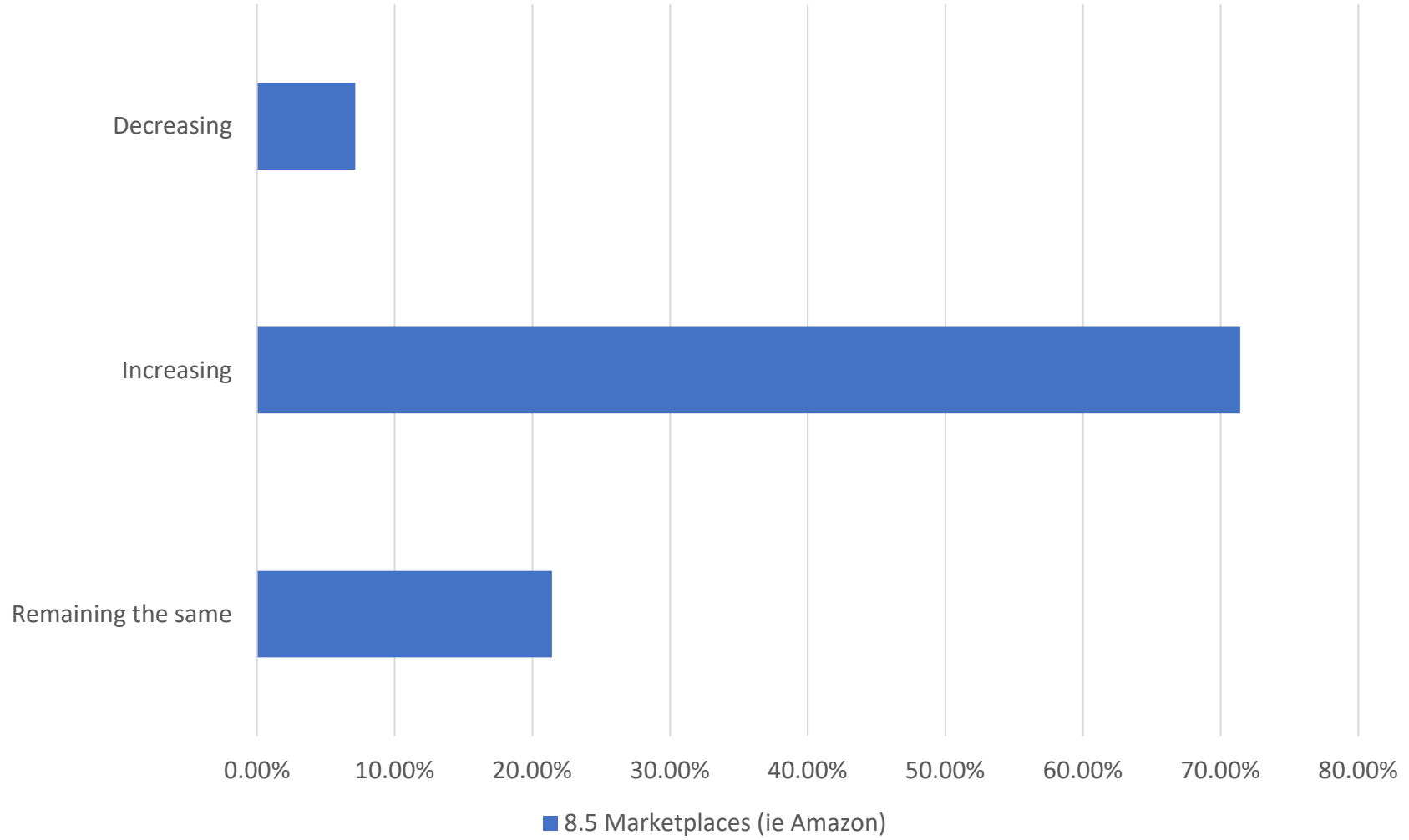
8.3 Large account resellers



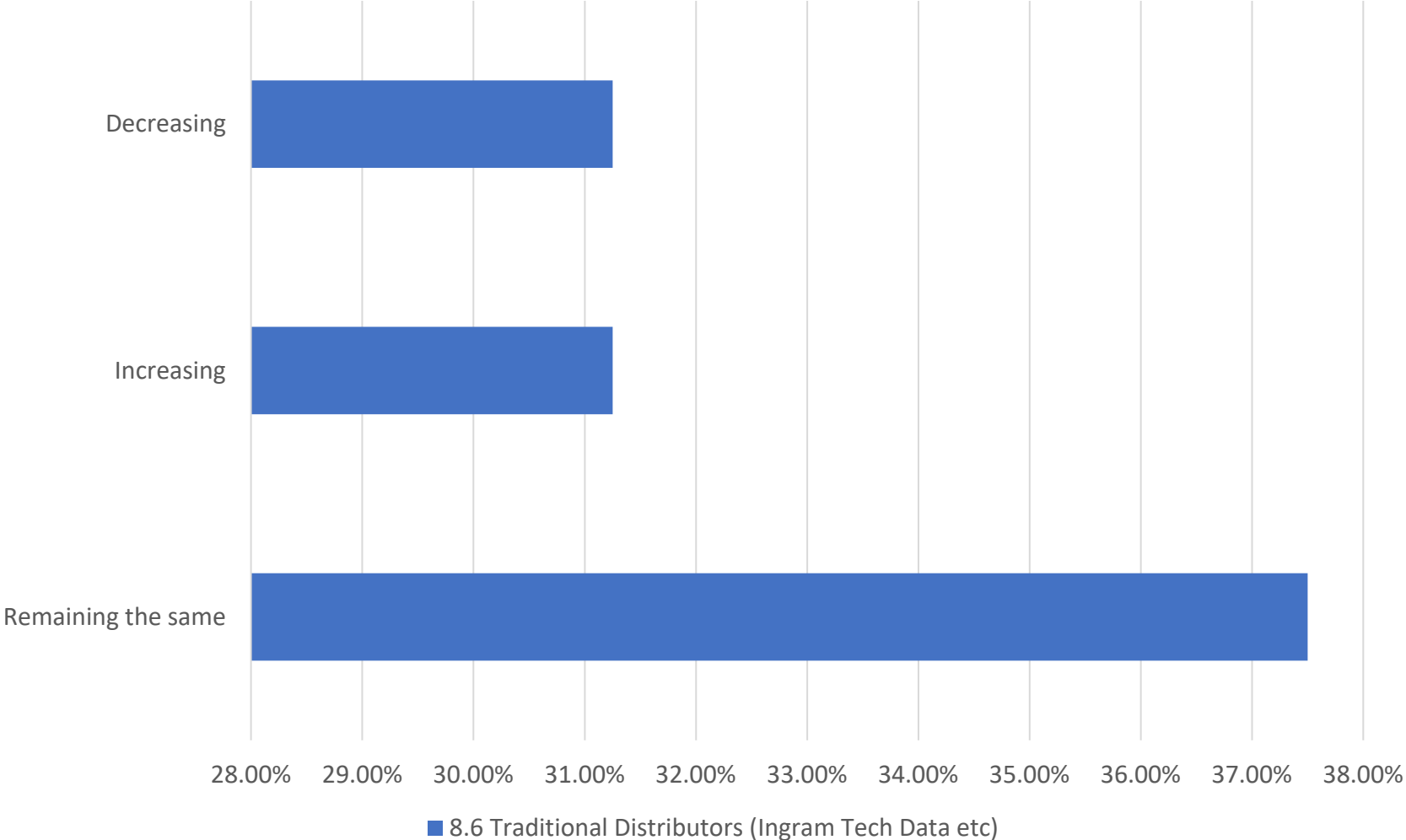
8.4 System Integrators



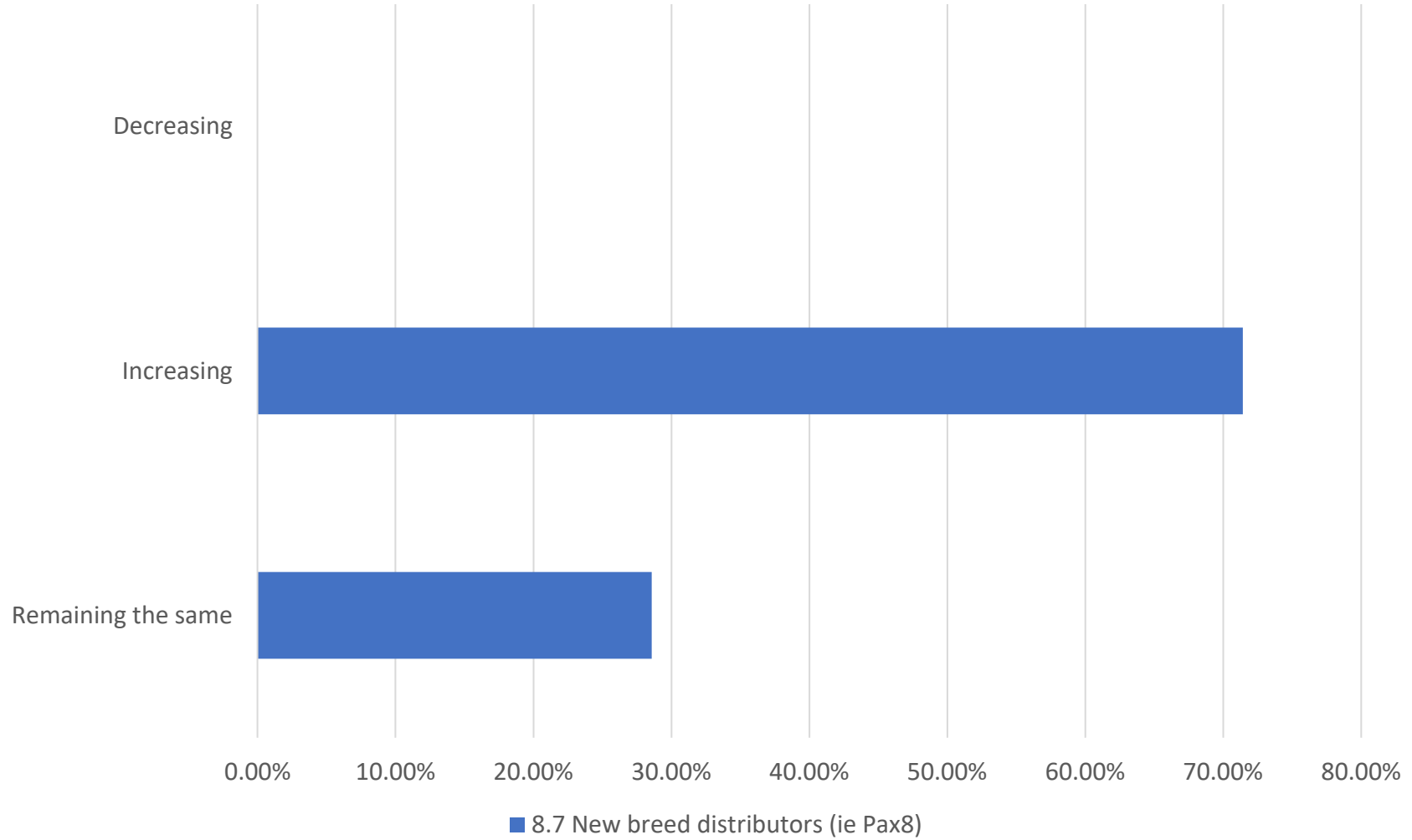
8.5 Marketplaces (ie Amazon)



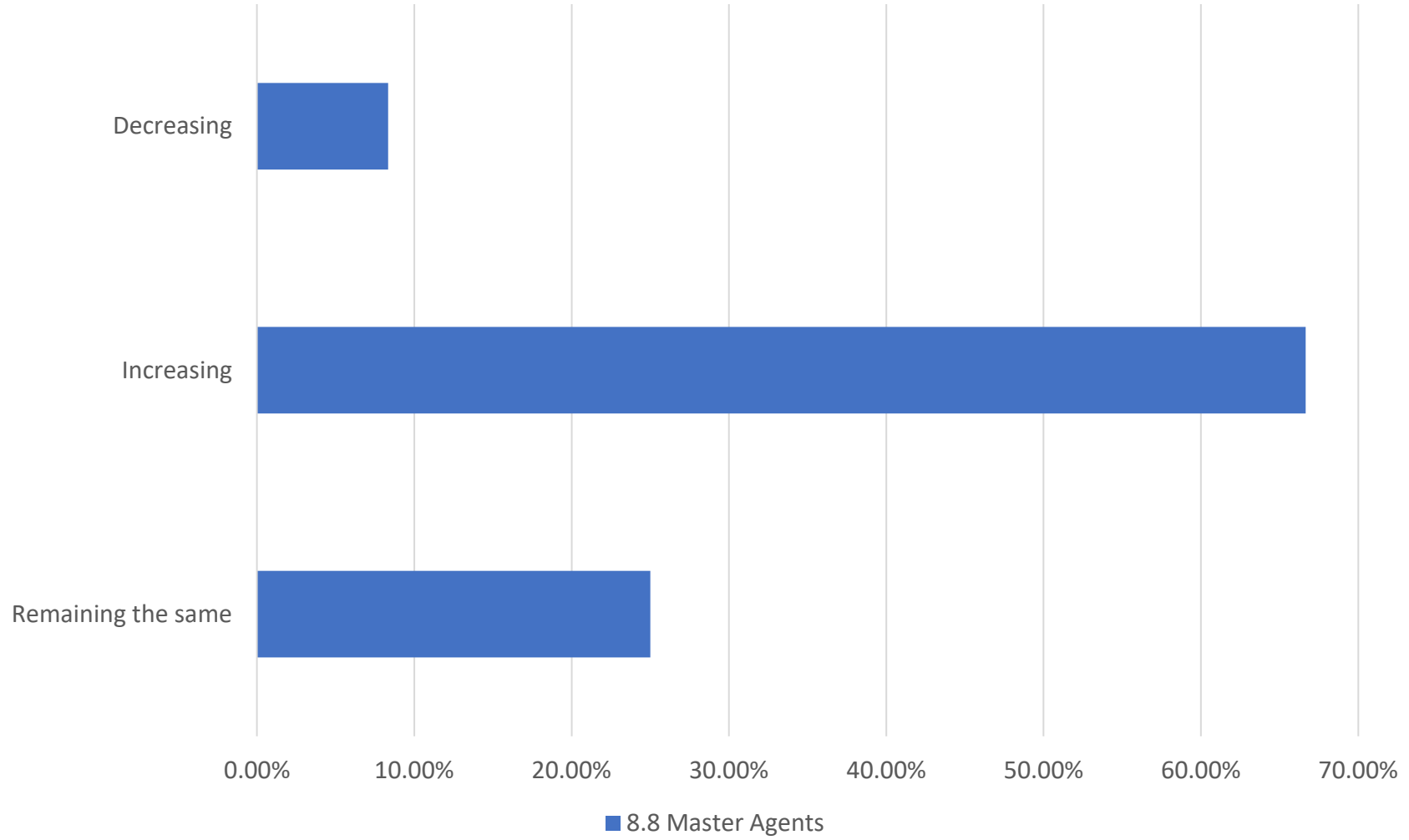
8.6 Traditional Distributors (Ingram Tech Data etc)



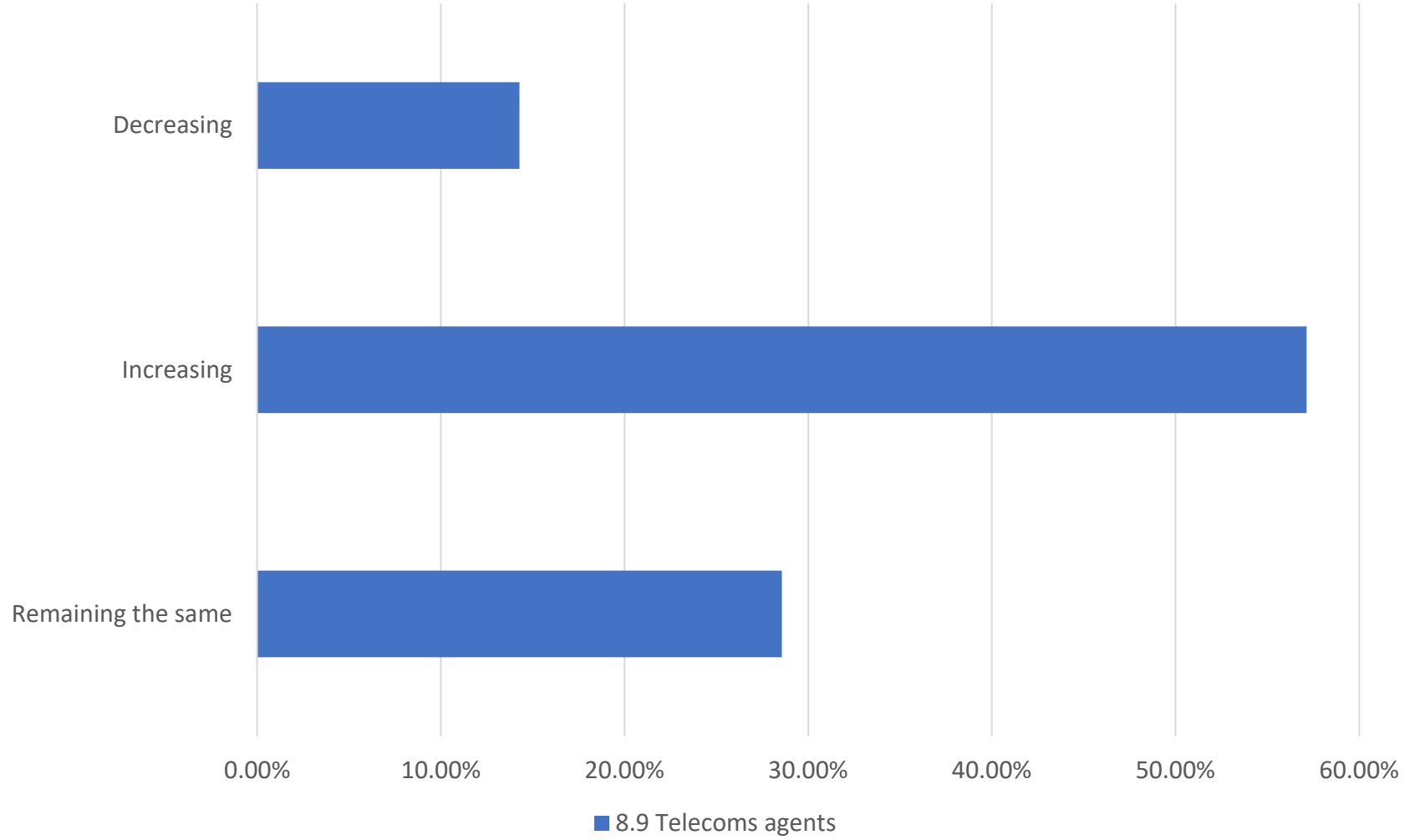
8.7 New breed distributors (ie Pax8)



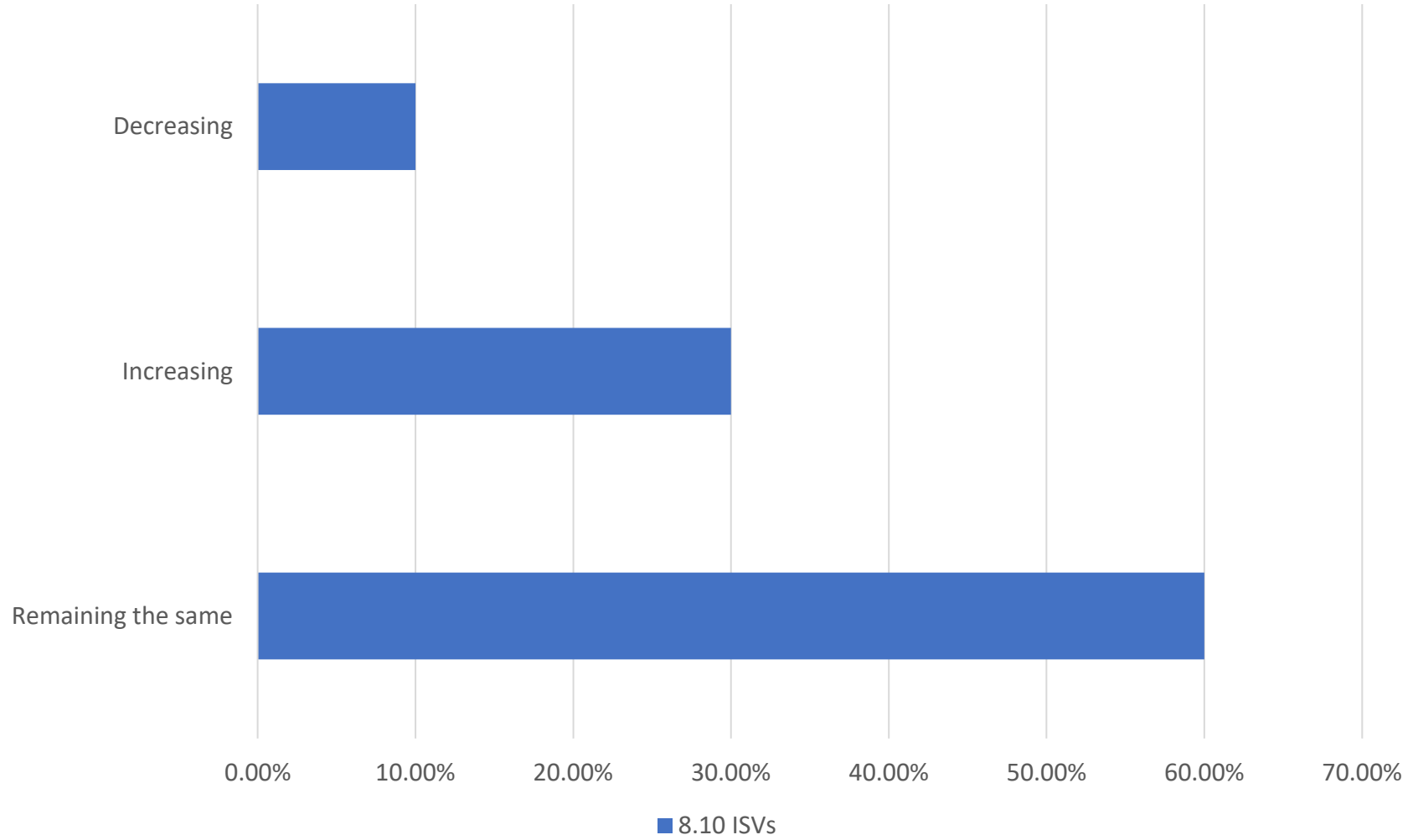
8.8 Master Agents



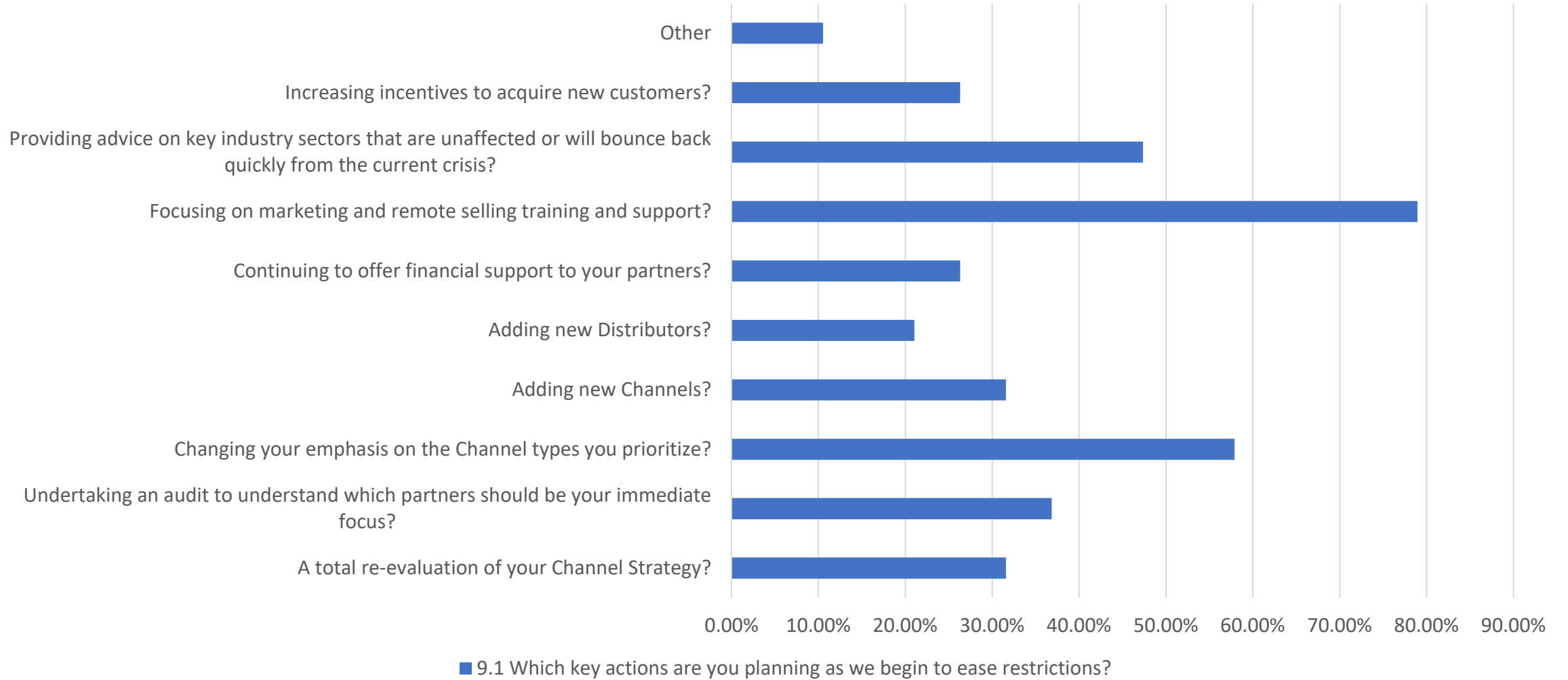
8.9 Telecoms agents



8.10 ISVs



9.1 Which key actions are you planning as we begin to ease restrictions?



10.1 During the current crisis how often would you like these meetings to be held?

