Distributor FAE Certification Report Card

You must complete one Distributor FAE Certification Report Card per joint customer visit. Over the course of two successful joint customer visits, the distributor FAE must present one base product, one FPGA product and install/demo ispLever. Please submit a form for all visits regardless of the outcome.

Distributor FAE: _____ **Phone #:** _____

Distributor: _____ **Branch Location:** _____

Joint Call # (2 successful calls required): ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ LSC demo

Date of Joint Call: _____ **LSC on Joint Call:** _____

Indicate which base product(s) were presented by the distributor FAE:

☐ CLK5300 ☐ CLK5600A ☐ PWRMgr ☐ Mach4000 ☐ MachXO

Indicate which FPGA product(s) were presented by the distributor FAE:

☐ ECP2 ☐ ECP2M ☐ XP ☐ XP2 ☐ SC

Indicate which software tool(s) were installed & demonstrated (ispLever required at 1 visit or can be demonstrated by the DFAE for a Lattice FAE or ATM):

☐ ispLever ☐ ispVM ☐ PAC Designer

Rate each of the following with a letter grade: **A** - exceptional, **B** - good, **C** - barely competent, **D** - substandard, **F** - inadequate, **DNO** - did not occur).

Presentation & customer skill	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO
Lattice device product knowledge	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO
Lattice software product knowledge	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO
DFAE skill answering customer questions	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO
DFAE handling of competitive positioning	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO
Effectiveness of DFAE at customer visit	☐ A	☐ B	☐ C	☐ D	☐ F	☐ DNO

Do you consider this a successful DFAE visit: ☐ yes ☐ no

Comments:

Send this completed form to steve.gurklys@latticesemi.com or fax to (503) 268-8037.

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