



# Commercial Value Added Reseller Application

## Overview

Landgate invites applications from entities interested in becoming a Value Added Reseller (VAR) under our Commercial VAR Licence (VAR Licence).

The standard offerings for Commercial VAR's are Landgate's Topographic Maps. Information is available on the Maps and Imagery pages of Landgate's website.

Requests for alternate Location Information Products will be considered by Landgate if requested.

## Application

Each application will be assessed against Landgate's Qualitative Criteria. Landgate reserves the right to request further information and review other relevant factors, including conducting its own enquiries such as credit checks. Landgate will treat applications as confidential. The submission of an application does not commit Landgate to considering or appointing the Applicant as a VAR.

## Sub-VAR's

If an Applicant is proposing to engage any Sub-VARs, Landgate may request all relevant details of the Sub-VAR, including a condensed response to the Qualitative Criteria. For further details, the Applicant is encouraged to review clause 14 of the VAR Agreement.

## Submission

It is the responsibility of the Applicant to read both the Commercial VAR Licence, to ensure they are capable of meeting obligations, and the product information, to ensure the Location Information Product selected is appropriate for their needs.

All applications must be submitted by:

### Email:

**Subject:** VAR Application

**To:** [licensing@landgate.wa.gov.au](mailto:licensing@landgate.wa.gov.au)

**Note:** Maximum email capacity is 15 megabytes.

### or Post:

**Subject:** VAR Application

**Attention:** Licensing, SPUR, Landgate

**Address:** PO Box 2222, Midland WA 6936

## Further Information:

Please direct your questions to: [BusinessSolutions@landgate.wa.gov.au](mailto:BusinessSolutions@landgate.wa.gov.au).

## Part A: Application

VAR details		
Company/business name:		
ABN/ACN:		
Website:		
Registered address		
Street:		
Suburb:		
State:	Postcode:	
Postal address		
Street:		
Suburb:		
State / Postcode:		
Principal contact person		
Name:	Title:	
Phone:	Mobile:	
Email:		
Location information products selection		
Selection ✓	Location Information Product	Price (As at 2024-25 financial year)
	1:100,000 scale Topographic Maps	Annual charge of \$1,085.44 (excl. GST)
	1:25,000 scale Topographic Maps	Annual charge of \$1,085.44 (excl. GST)
	1:50,000 scale Topographic Maps	Annual charge of \$1,085.44 (excl. GST)
	Please detail any alternative Location Information Product here:	Price on application
Response to Qualitative Criteria		
[insert]		
Sub-VAR details (refer clause 14 and 2 of the Commercial VAR Agreement)		
[insert]		
Execution		
Signed for and on behalf of: _____		
by its duly authorised officer:		In the presence of:
_____		_____
Signature of authorised officer		Signature of witness
_____		_____
Name of authorised officer (print)		Name of witness (print)
_____		_____
Date: / /		

## Part B: Qualitative Criteria

The Applicant must separately address each of the Qualitative Criteria in order to be considered in the application process.

Landgate may waive any requirements, including any set out in the Qualitative Criteria, at its sole discretion if notified to the Applicant.

### Provide details of your business

Please include:

- a) Proposed use of location information product, service delivery model and market for your product(s);
- b) Overview of applicant's business (location and ownership)
- c) Provide a certificate of currency for Professional Indemnity insurance and Product and Public Liability insurance ensuring the coverage limits of each meet Landgate's Insurance requirements outlined at Item 15 'Insurance' in the Principal Terms; review Clause 16 (General Terms and Conditions) and Item 15 (Principal Terms) of the VAR Agreement and provide any further policy documentation that will demonstrate compliance.
- d) Does your business have an acceptable credit risk rating from a reputable credit rating agency?
- e) Has there been any previous adverse litigation, prosecution, fraud or commercial disputes against your company, the directors or employees, and the same for related or connected entities? If yes, please provide details.
- f) Are there any potential or actual conflicts of interest relating to key office bearers? If yes, please provide details.
- g) Do you have appropriate security, protocols and encryption in place to protect Landgate's Location Information Product?

**Note:** During the term, a Licensee must notify Landgate if any of the above details change, as per Clause 12 of the VAR Agreement.

## Part C: Prerequisites

### Landgate Account Application Form

Successful VAR Applicants must have an active Landgate Account for invoicing purposes prior to appointment.

Please complete the [Landgate Account application](#) if you do not have an existing Landgate Account.