



QUESTIONNAIRE FOR NEW DISTRIBUTORS/REPRESENTATIVES

Please print, fill in and fax or email to SolarDrive Distribution ApS +45 70 209 886 / sales@solardrive.com

SolarDrive Distribution ApS prides itself on mutually profitable relationships with independent companies and businessmen who represent the company. This is the result of careful investigation by both you and SolarDrive Distribution ApS of the suitability of an association.

Answering this questionnaire will determine whether there is a basis for a mutually profitable relationship. We have many such suitable relationships around the globe. Please note that any false statements will be cause for terminating any relationship and agreements between you and SolarDrive Distribution ApS.

A. About You and your Business

Personal Name

Title

Email

Phone Number

Cell Phone

Business Name

Business Address

Year Business Founded

Number of Employees

Annual Sales Volume

Main Activities

Distribution experience

Which prospects are you presently selling to?

B. General

How did you find SolarDrive Distribution ApS?

Why are you interested in selling SolarDrive Distribution ApS products?

Are you applying to be a (check mark the right answer):

Reseller

(you purchase from SolarDrive Distribution ApS at wholesale and sell to the end user at a higher price)?



Commissioned Representative

(SolarDrive Distribution ApS sells to the end user and pays a commission to you)?

Customer (you purchase from SolarDrive Distribution ApS for your own use)?

Are you financially able to purchase at least six sample systems?

Yes

No

C. The Potential Market

Assuming the least expensive SolarDrive Distribution ApS system sells for €1,800, please answer the following:

Why do you think you can successfully sell SolarDrive Distribution ApS Systems?

Accumulated Sales 1st Year in US\$/€

Accumulated Sales 2nd Year in US\$/€

Do you have customers today who want to buy SolarDrive Distribution ApS powered systems?

Have you completed a marketing study?

Do you have a specific project already in mind which requires SolarDrive Distribution ApS products or project assistance? If yes, please describe.

D. Installation/After Sale Service

How will your company perform service, installation and after sales service?

E. Other

What is the local price per kWh?

Are there any governmental or local incentives on solar powered products?

What manufacturer is SolarDrive Distribution ApS's competitor locally?

Date and signature