

Solido Distributor Profile

All information provided here will be kept confidential and used by Solido3D LTD executives for Distributor evaluation only. Providing this information does not bind Solido3D LTD with distributor, but only a valid Distributer Agreement.

Part 1- general information:

Company name Address State/ Country

Web site Tel numbers Fax

Company principles names

Contact person Contact Tel: Contact email

Established in (YR) Privately held Public

Names of parent or subsidiary to Distributor

Revenue in 2009 2008 2007 2006

No. of employees in 2009: Management: Sales: Technical: Admin:

Are you approved for any quality standard: Yes No

If yes, please specify

Part 2 - Market

What are your active geographic territories? Countries:

Cities / Regions:

Do you have offices in the active Regions? Yes No

If yes, please specify

What are the industries?

Product development: % of the revenue

Vehicles % of the revenue Medical % of the revenue Academy: % of the revenue Others: % please specify:

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How many customers do you serve? Do you provide maintenance? Yes No

Who are your key accounts?

Do you distribute CAD / CAM software? Yes No If yes, pleas specify

Do you distribute CNC machines? Yes No If yes, pleas specify

Do you distribute 3D printers / Fax machines? Yes No If yes, pleas specify

Do you have a demo room in your premises? Yes No

Do you have a training room in your premises? Yes No

Do you participate in local shows? Yes No If yes, pleas specify

Do you advertize in local magazines? Yes No If yes, pleas specify

What is the percentage of your revenue you use for marketing: %

Do you make internal customer's seminars? Yes No
If yes, pleas specify how often?

Do you have tele-meeting / telemarketing service? Yes No

If yes, how many meetings generated per week?

Are you active in the Rapid Prototyping market? If yes, please elaborate:

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Part 3 – Your plan for 3D printer's distribution:

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Would you allocate	e a dedicated produc	ct line ma	nager: Yes	s No					
How many sales persons would you allocate?									
How many technic	al support persons v	would you	allocate?						
Do you plan to allocate marketing funds? Yes No If yes, please specify									
Please provide your summary SWOT analysis:									
Strengths:			Weaknes	ses:					
Opportunities:			Threats:						
What is your forecast for 3D printers in your active territory?									
Quarter:	Q2/09	Q3/09		Q4/09	Q1/10				
No. of 3D printers:									
Filled by				Date					

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