



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, please specify

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

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

Do you advertise in local magazines? Yes No
If yes, please specify

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

Do you make internal customer's seminars? Yes No
If yes, please 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:



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

Would you allocate a dedicated product line manager: Yes No

How many sales persons would you allocate ?

How many technical support persons would you allocate ?

Do you plan to allocate marketing funds? Yes No
If yes, please specify

Please provide your summary SWOT analysis:

Strengths:	Weaknesses:
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