



INTERNATIONAL PARTNER QUESTIONNAIRE

1. For which entity would you like to apply:

- Distributor
- Dealer
- Combination (Please explain):

2. If distributor, to whom would you like to distribute/market:

- Durable Medical Equipment Dealers
- End-Users Direct
- Government Agencies
- Industrial Users
- Other (Please Explain)

3. Related to Questions 2 above, what type of distribution rights do you seek:

- Exclusive
- Non-Exclusive
- Other (Please Explain)

4. You seek these distribution rights for:

- Entire Country
- Provinces/States (Please List Those of Interest):

5. Considering the following,

- 20 Foot Container = Approximately 80 Ramps.
- 40 Foot Container = Approximately 160 Ramps

What do you believe are realistic and attainable goals for distribution? (Dollar Value or Number of Ramps).

3 Months

6 Months

Year 1

Subsequent Years

6. What marketing methods would you employ to provide a successful campaign in your Country: Please explain.

7. What Start Date would you prefer:
8. What Rate of Delivery would you anticipate in the first year:
9. Do you personally have decision making power/purchasing decisions: If not, who is this person?
10. Would you be willing or interested in working with other entities with an alliance. We may have possibilities of other strategic alliance partners:
11. Describe your sales channels – flow of product – marketing to sales to distribution:
12. What products does your company sell currently:
13. What industry(s) do you currently market your products:
14. What is your company's sales region(s):
15. Do you currently or have you had exclusivity with other manufacturer. If so, whom?
16. Are you familiar with how our products will fit into your desired territory:
17. Is your company willing to embark on a marketing campaign needed to do a start up venture such as this:
18. Would you set up a separate entity to market/sell/distribute Roll-A-Ramp:
19. Please provide a brief bio of your company, and where they want to be in the next 3 years; 5 years. And, is there a strategic plan in place to get there?