

DISTRIBUTOR / SERVICE PARTNER QUESTIONNAIRE



To help ensure that Business Smart Solutions (BSS) meets all its legal obligations under the applicable laws, we are obliged to verify the information provided by any prospective business partner and may need additional information to supplement our consideration of you or your company. We appreciate your assistance in this respect.

General Company Information

Company Name	
Company Registered Address	
Phone number	
Fax number	
E-mail	
Website	
Company Registration Number	
Date and place of establishment	

Organisational Structure and Resources

Please indicate the number of Sales staff and Technical Staff in your company.

Sales Staff	
Technical Staff	

Current Market Situation

Please explain the current market demand and how BSS' product will fit into the market.

--

Company's Business Activity

Please explain your company's main line-of-business/key competencies.

--

Project Experiences

Please provide a list of your company's main clients/project experiences.

--

Please elaborate on the past and current major projects that your company is handling.

--

Please provide a list of your company's current partnerships/distributorships.

--

Business References

Please provide information for at least two companies or individuals with whom your company maintains a partnership/distributorship relationship, to the extent that you are authorized to do so by virtue of contractual or statutory.

REFERENCE 1

Company Name	
Contact Person	
Address	
Phone No.	
E-mail	

REFERENCE 2

Company Name	
Contact Person	
Address	
Phone No.	
E-mail	

Supplementary Information

Please kindly also provide supplementary information listed below in relation to your company.

- Copy of Company Registration
- Financial Report for the last two (2) consecutive years
- Detailed Company Profile
- List of skill-sets of your company's resources
- If applicable, the number and the distribution of service points your company possesses.
- Please provide any relevant certifications (i.e. ISO Certification)
- Please list the facility and infrastructure your company owns. (i.e. office premises, warehouse facility, etc.)

Compulsory Requirements

- Training of a minimum one (1) Sales staff and one (1) Technical staff. Training will be held for 2 days in BSS head quarters in Sydney, Australia at no fee.
- All travelling expenses and accomodation expenses for the Training will be partner's responsibility.