

If you want to be our distributor, please kindly help fill in the following questionnaire for a better understanding between us.

A. COMPANY INFORMATION

Company Name:

Years of Founding:

Address:

Country:

Contact Person:

Position:

E-mail:

Tel. No. :

Fax No. :

Website:

1. Please quantify your employees, and if acceptable, identify their education level.

Department	Qty	Education level
General Management		
Distribution/Sales/Marketing		
Engineering		
Production		
Technical Service and Repair		
Others		

B. BUSINESS

1. Please describe, on which market segment you concentrate. And in which sector you'll find your clients.

Hospital sector:

Your clients share in%:

Social Security Hospitals:

State/ Government Hospitals:

Private Hospitals:

University Hospitals:

Others (Please specify):

2. Are you solely focused on distribution or do you manufacture own products?

distribution

manufacturer

C. PRODUCTS

1. Have you ever introduced a new product on your local market? If yes, which one and when?

2. Please describe your sales organization and the local market setup.

3. Do you sell through own sales representatives and/or through commissioned agents?

4. Please name other products (incl. OEM) you currently sell in the medical device field:

D. MARKETING

1. How do you promote your products on your local market? What does this promotion consist of?

2. Do you organize any local market promotion or publicity activities? If yes, what does it consist of?

3. Briefly describe your marketing and distribution strategy for each OEM product.

4. What is the import duties, VAT or specific tariff on certain medical devices like medical staplers?

5. Expect percentage of revenue that QMI product lines will represent for you?
 0-20% 20% - 40% 40% - 60% 60% - 80% 80%+

6. What are the major meetings/ exhibitions you would attend as an exhibitor?

E. TECHNICAL SERVICE

1. Do you already have an own technical service for medical products? If yes, how many employees work there for how many years? What are their educations and special skills?

F. GENERAL

1. Which QMI's products you want to deal with and your advantage of that?

QELC

QOLC

QEEA

QPPH

QUSG

2. What are your annual sales of last year (USD)? Please describe your local competitors' situation and your strategy Market/Sales plan and estimated annual sales quantity

3. Are you prepared to invest in the necessary demonstration units?

4. Are you prepared to send your engineers to participate in technical training in our company? (The training sessions are free of charge.)

5. How did you find us, through Exhibition, Magazine, Internet, Conference or other (please specify)?