

# COMPANY DATA

* A.	Name & Address of the Company with Telephone / Telex / Fax /Mobile Nos.	:
* B.	Type of the company and nature of the business handled	:
* C.	Names of MD / Partners	:
* D.	Residential address and: Phone No. of MD / Partners	:
E.	Names of the main agencies & products: presently handled	:
F.	List of major clients	: List Can be enclosed
* G.	Area / Territory covered	:
* I.	Turnover in the last 3 years (including current year)	:

## 2. CURRENT PRODUCT DATA

A.	Annual Sales T/O of Products with approximate margin	:
* B.	Are there any other dealers for the similar products in your area	:
* C.	How do you go about promoting the products that you sell	:
D.	What demo facility do you have for the products you deal with	:
* E.	Do you service any products: If yes, please give details.	:
* F.	Number of sales people Number of Administrative staff Number of Sales & Service Engineers Qualification	: : : :

## 3. ESEI RELATED DATA

A.	Do you propose to market ES-25 as : additional product or primary product	:
B.	Territory for Dealership required	:
C.	Type of customers targeted	:
D.	How do you propose to market ESEI product	:
E.	Sales Target in KVA / KW per year	:
F.	What kind of training support do you : expect from ESEI	:
G.	What kind of marketing & promotional : support do you expect from ESEI	:
H.	Investment you propose for marketing : ES-25 products	:
I.	Deposit to be given for awarding Dealership / Distributorship	:
J.	TIN no.: Central Sales Tax Reg. No.	:

**\* To be filled compulsorily.**

**Name & Seal of the Company**