

Reseller Questionnaire

Reseller Interest:

Please check interest:





Are you a "Design+Build" Company?

Yes No

Please list states of certification:

Contact Information

Company Name: _____

Address: _____

City: _____

State: _____

Zip Code: _____

Telephone: _____

Fax: _____

Company Web URL: _____

Company Contact: _____

Position/Title _____

E-mail Address: _____

Other Locations (City/State/Country): _____

Business Information

Last Year's Total Revenue \$ _____

Year Company Established: _____

Number of Employees:

Inside Sales _____ Outside Sales _____

Tech Support _____ Installation/Service _____

Management _____

Total: _____

Briefly describe your company's primary business focus:

What markets segments does your company service?

Education: K-12 / Universities / Colleges

Government: Federal State Municipal / Local

Commercial / Industrial: Small/Midsize Business Fortune 500/1000

Vertical Market Expertise (if any) _____ (Manufacturing, Education, Retail, etc.)

Please list your top 5 potential customers for the WindCube:

(1) _____

(2) _____

(3) _____

(4) _____

(5) _____

Please describe the value-added services your company provides:

What percentage of business is sold via:

Telemarketing / Cold calls _____%

Existing Contacts _____%

Web _____%

Print Advertising _____%

Other (Please identify) _____%

Does your company install products at the customer location? _____

Does your company have existing relationship(s) with general contractors capable of installing the WindCube? _____

Identify your company's geographic business coverage area (i.e. Where do you have offices or resources to provide local support in sales and service?):

List products that your company carries that may compete with the WindCube turbine?

Why should your company be considered for authorization to resell the WindCube? List the value provided and the resources that would be committed to ensure a successful relationship. Please provide a summary of your target market strategy, product focus and resource deployment. (Attach a separate sheet if necessary to provide a complete business plan).

List any other information that may be pertinent to helping us consider your application?

Please fax a copy to 866.586.6824.