

NEW DEALER QUESTIONNAIRE
SolarOne Solutions, LLC

Dear Potential Dealer:

Thank you for your interest in our company and its products. SolarOne Solutions receives frequent requests from companies and individuals to act as dealers and representatives. We do offer a range of ways that we might work together, but first we need to know if your business meets our overall objectives and how it might fit in with our existing network. The following is a set of basic questions designed to help us to make a prompt and informed determination. Please fill out to the best of your ability. All information provided will be kept strictly confidential.

Please fax completed form to 508-620-7650

You may also fill out our online form at www.solarone.net/contact/dealerapplication.html

SolarOne will contact you within 2 to 3 business days. We look forward to working with you.

Contact Information

Company Name	
Primary Contact	
Address	
City, Town, Zip	
Country	
Phone	
Fax	
e-mail	
Website	

Your Business

How many years have you been in business?	
What products do you currently carry or represent?	
What kind of yearly volume does your company do (\$\$/Units)?	
Please describe your facilities?	
How many employees do you have?	
What territories do you cover?	
What experience do you have selling solar equipment?	

Can you describe your target markets?	
In what ways do you access those markets (reps, ads, web)?	
Is there anything else you can tell us about your business that would help in the consideration?	

SolarOne Specific

How did you learn about SolarOne?	
Which SolarOne products are of specific interest to you?	
What resources do you plan to apply to sales of SolarOne products?	
Do you have the ability to stock SolarOne products?	
How soon do you expect to place an initial order?	
Do you expect to establish credit with the company? If so, at what level and on what terms?	
In what ways can SolarOne best serve your needs?	