

The undersigned applicant (Applicant) submits this Application to Maxon Electronics Australia Pty Ltd (All non-public information about Applicant provided on this Application shall be held in confidence by Maxon Electronics Australia Pty Ltd).

1.	Contact Name:	
2.	Contact Position within Company for consideration:	
3.	Contact Email:	
4.	Contact Phone:	
5.	Contact Street Address:	
6.	Contact Street Address:	State:
7.	Contact Country:	Post Code

8.	Full Name of Applicant:	
9.	Applicant Email:	
10.	Applicant Phone:	
11.	Applicant Website:	
12.	Applicant Street Address:	
13.	Applicant Street Address:	State:
14.	Applicant Country:	Post Code
15.	Date Incorporated or otherwise organized:	
16.	Place of incorporation or organization:	
17.	Trade names under which Applicant does business:	

18.	Please outline your current range of product:	
19.	Are you a distributor for any other 3G manufacturer? If so, please outline	
20.	What is your main purpose/s of being a distributor?	<ul style="list-style-type: none"> <li>a) to integrate the module into developing another modem</li> <li>b) to diversify your product range</li> <li>c) to compliment your existing range</li> <li>d) Other – please elaborate</li> </ul>
21.	What product are you most interested in?	<ul style="list-style-type: none"> <li>a) Intelimax 3G HSPA Mini PCI Type Module</li> <li>b) Intermax HSPA Industrial Serial Modem</li> <li>c) Unimax HSUPA Ethernet Router</li> <li>d) Other – please specify</li> </ul>

22.	Do you have a specialist market? eg Transport, Security, Utility etc.	
23.	What main carrier/s do your customers use?	
24.	Distributors will have to get own carrier approval. Have you done this previously?	
25.	What value do you believe you would bring as a distributor?	
26.	Do you have experience in distributing these type of products?	
27.	How do you market your existing product?	a) Direct      b) Channels
28.	How do you promote your company & product range?	<p>a) Online (e.g. Pay Per Click, Banner Advertising, Email Marketing, Company Website, Partner Websites, Organic – SEO etc, Web 2.0 - Facebook etc)</p> <p>b) Print Advertising (e.g. Newspapers, Magazines etc)</p> <p>c) Direct (e.g. Promotional brochure handouts, direct mail drop offs, etc)</p> <p>d) TV &amp; Radio</p> <p>d) Other</p> <p>- Please outline each source of marketing for each option you have chosen above e.g. Print Advertising – Name of the Publication: The Times.</p>
29.	What trade shows do you enter on a yearly basis?	Please outline
30.	No. of employees	
31.	How many sales people do you have?	
32.	Do you have a technical team? If so, how many?	
33.	Do you have a help desk?	
34.	Are you able to service the product?	
35.	Do you have Branch Offices in your country? If so, please outline.	
36.	What Country(ies)/State(s)/Region(s) do you intend to sell into?	