

PRABUDDHA TECHNO DEALER ASSESSMENT FORM

| | | |
|----|--|--|
| 1. | a) Name of the Firm | |
| | b) Address : | |
| 2. | Constitution of the Firm | Proprietor / Partnership / Pvt. Ltd./ Ltd. |
| 3. | Name of Directors / Partners / Proprietor | Residential Address |
| | a) | |
| | b) | |
| | c) | |
| 4. | a) Telephone Numbers | Off.: |
| | | Res.: |
| | | Cell.: |
| | b) Fax Numbers | |
| | c) E-mail | |
| | d) Website (if any) | |
| 5. | Weekly Off Day/s | |
| 6. | Office Timings | |
| 7. | Year of Establishment | |
| 8. | a) C.S.T. No. & Date | |
| | b) VAT No. | |
| | c) ECC No. | |
| | d) PAN No. | |
| | e) IEC No | |

| | | | |
|-----|------------------------------------|-------------------------|-------------------------|
| 9. | a) Name & Address of Bankers | | |
| | b) Bank Account Details (No, Type) | | |
| 10. | Value of Bank Facility | Rs. _____ Lacs | |
| 11. | Turnover of Last 3 Years | <u>For Group</u> | <u>For SOLAR</u> |
| | 2009-10 : | | |
| | 2010-11 : | | |
| | 2011-12 : | | |
| 12. | a. Area of Office (in sq.ft.) | | |
| | b. Is it Owned/ Rented? | | |
| 13. | a. Area of Godown (in sq.ft.) | | |
| | b. Is it Owned/ Rented? | | |
| 14. | Other Businesses In Family/Group: | | |
| | | | |

15. **Employee Details :**

| <u>Sr.</u> | <u>Person's Name</u> | <u>Qualification</u> | <u>Designation</u> | <u>Experience</u> |
|------------|----------------------|----------------------|--------------------|-------------------|
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16. Details of Dealerships with you / your sister concern / Group

| <u>Sr.</u> | <u>Name of Company</u> | <u>Products</u> | <u>Dealer since</u> | <u>Sales figures of last three years</u> |
|------------|--|-----------------|---------------------|--|
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| | | | | |
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| | | | | |
| 17. | Prospective customers (Types) in your area (please specify) | | | |
| | Please specify, if any other prominent customer in your area | | | |

18. Major markets in your area :

19. Details of your Top 10 Customers :

| <u>Sr.</u> | <u>Name of Company</u> | <u>Items Sold</u> | <u>Sales in 2011-12</u> |
|------------|------------------------|-------------------|-------------------------|
| 1 | | | |
| 2 | | | |
| 3 | | | |
| 4 | | | |
| 5 | | | |
| 6 | | | |
| 7 | | | |
| 8 | | | |
| 9 | | | |
| 10 | | | |

20. Specify the area/territory for which you are interested to represent PRABUDDHA:

21. a) Market available for sales: Rs. _____ Lacs

b) Present Market scenario in your area for Solar Products:
(Information on the competitors)

Please try to cover all possible brands available in your area

| <u>Sr.</u> | <u>Name of Company</u> | <u>Name & Add.of Dealers</u> | <u>Approx. Sale</u> | <u>% Mkt. Share</u> |
|------------|------------------------|----------------------------------|---------------------|---------------------|
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|-----|---|----------------|
| 22. | Please give your Estimated Annual Potential during next 3 years | |
| | 2012-13 : | Rs. _____ Lacs |
| | 2013-14 : | Rs. _____ Lacs |
| | 2014-15 : | Rs. _____ Lacs |

23. Given the Dealership, how much sale you can generate for PRABUDDHA products in 1st year (give break-up in following table) :

| Sr. | Product Group | Particulars/Specifications | Approx. Qty. |
|------------|---------------------------------|-----------------------------------|---------------------|
| 1. | Solar Street Light | | |
| 2. | Solar Home Light Control System | | |
| 3. | Solar Lanterns | | |

| | | | |
|-----|--|--|----------------|
| 4. | Solar Water Pumps | | |
| 6. | Solar Roof Top Power Pack | | |
| 8. | LED Lighting | | |
| 24. | What Investment would you be prepared to make for PRABUDDHA products | | Rs. _____ Lacs |
| 25. | Any other information you feel will reinforce your qualification to represent PRABUDDHA products in suggested territory. | | |
| 26. | Would you require technical support from PRABUDDHA? | | YES/NO |
| 27. | Remarks, if any: _____ _____ | | |

**Feel free to attach additional sheets where required.
Please fill this form and send back to us, duly self-attested and sealed to our Head Office address along with following documents:**

| Required Documents | | Yes/No |
|--------------------|--|--------|
| 1. | Copy of LST Certificate | |
| 2. | Copy of CST Certificate | |
| 3. | Copy of VAT Registration | |
| 4. | Copy of ECC Certificate | |
| 5. | Copy of PAN Number | |
| 6. | Income Tax Clearance Certificate of last three years | |
| 7. | Sales Tax Clearance Certificate of last three years | |
| 8. | Copy of IEC certificate | |



Name:

Designation:

Date:

Place:

Sign & Seal of Firm

Contact Us:
Varun Bansal
CEO, Prabuddha Power



Division of Prabuddha Techno Ventures