We appreciate you are interested in becoming a distributor for BPLab.

Please complete the form below and return to email: [impex@bplab.com](mailto:impex@bplab.com).

1. Covered territory – where you currently sell

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Describe your business model:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

# of Reps % of Total Sales

\_\_\_\_\_\_\_\_\_\_ Field-Based Reps \_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_ Inside Sales Reps \_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_ Internet Sales \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. List the products you are currently selling or plan to sell:

❏ Ambulatory blood pressure monitors ❏ ECG Systems ❏ Spirometers

❏ Pulse oximeters ❏ Thermometers ❏ Defibrillators

❏ Other Diagnostic Instruments\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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List some other manufacturers you already buy from:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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3. Which channels and audiences do you target and/or sell to?

❏ Medical Doctors $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ EMS $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ Clinics $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ Hospitals $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ Nursing Homes $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ Universities $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ CROs $\_\_\_\_\_\_\_\_\_\_\_\_\_

❏ Other $\_\_\_\_\_\_\_\_\_\_\_\_\_

At BPLab we do not just sell our products but we invest in our relationships with partners. We provide information, marketing support and training on products.

Please contact us to discuss opportunities and conditions.

**Distributor Information**

|  |  |
| --- | --- |
| Company Name |  |
| Name of legal entity to  be billed |  |
| Billing Address |  |
| Shipping Address |  |
| Purchasing | Contact name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Accounts Payable | Contact Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Contact e-mail |  |