

Distributor Questionnaire



Company Address

Company Name	
Department	
Address	
Postal Code	
City	
Country	
Contact Person Name	
Contact Person Phone	
Contact Person Email	
UID number (EORI for Europe)	

Company Information

Company Foundation (Year)	
Number of Employees (Total)	
- Sales (number of pers.)	
- Application Specialists (number of pers.)	
- Admin (number of pers.)	
- Other (number of pers.)	
Territories Covered	
Annual Turnover	

Areas of Activity

	Area of Activity	Products (Brand, Type)
	- Diagnostic Imaging Devices	
	- Therapeutic Ultrasound Devices	
	- Ultrasound-guided Intervention Devices	
	- Ultrasound Accessories	
	- Consumables	
	- Imaging Software	
	- Automation Equipment	

Market Data for Ultrasound Examinations performed per day in

	DiagnosticUltrasound	Ultrasound-guidedInterventions
Orthopedics		
Rheumatology		
Rehabilitation		
MSK Radiology		
Nephrology		
Pediatrics		
Urology		
Gynecology		
Gastroenterology		
ORL		
Intensive Care		
Hematology		
Dermatology		
Pathology		

Market Drivers (e.g. availability of MRI / lack of ultrasound machines / Training required)
#1
#2
#3

Optional Information: 5 Target Customers in Territory	Current Ultrasound Cover & Stand-off Pad Volume	Market Potential for Aison Pad (pads per month)
#1		
#2		
#3		
#4		
#5		

Documentation Requirements:	
- Documentation for import/regulatory clearance	
- Other Requirements	

Plan for Market Introduction of Aison Pad

Activity	Starting Date
#1	
#2	
#3	
#4	
#5	

Optional Information: Sales Forecast

We see the following potential for sales of Aison Pads

	Q3/2021	Q4/2021	Q1/2022	Q2/2022
Sales [number of Aison Pads]				

How did you hear about us?

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Aison Technologies AG, Technoparkstrasse 2, 8406 Winterthur, Switzerland

P: +41 - 76 330 41 50

info@aisontechnologies.com, www.aisontechnologies.com