



## BUSINESS PARTNER QUESTIONNAIRE

Matching skills of our Business Partners to metaio's technological solutions is essential for the success of our collaboration. To ensure we do that efficiently and accurately, we ask you to provide us with the information requested. Learning as much as we can about you and your company, we can ensure the proper approach to cooperation and mutual understanding.

### General information

1. Company name:
2. Country of company residence:
3. Company address:  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Website: \_\_\_\_\_ E-mail: \_\_\_\_\_
4. Describe your company's major business activities:
5. What is the number of employees in your company?
6. What turnover did your company generate in the last financial years (in US dollars)?  
2006: \_\_\_\_\_ 2007: \_\_\_\_\_
7. Please identify the individuals in your company responsible for sales, business development and technical development:  
**Sales:**  
Telephone: \_\_\_\_\_ E-mail: \_\_\_\_\_  
**Business development:**  
Telephone: \_\_\_\_\_ E-mail: \_\_\_\_\_  
**Technical development:**  
Telephone: \_\_\_\_\_ E-mail: \_\_\_\_\_

### Marketing information

1. Does your company develop software or are you a software distributor?  
Software developer  Software distributor  Both  Neither
2. Describe types of software products represented, distributed or customized by your company, including brand names:
3. Please indicate the business domains your company currently operates in:
4. How long have you been in the specified business domains (years)?
5. Please quote some important customer references of your company:



### Partnership information

1. What kind of partnership are you interested in to start with metaio?
2. Please indicate what kind of Augmented Reality solutions you are interested in:  
(For detailed information please see: <http://www.metaio.com/products/>)
3. Please specify geographical areas in which you would like to operate with Augmented Reality solutions:
4. Please specify industries in which you would like to operate with Augmented Reality solutions:
5. Do you currently have business contacts in industries specified above?  
Yes  No   
If yes, please indicate some of them:
6. Do you currently cooperate with other companies in the Augmented Reality / Virtual Reality domains?  
Yes  No   
If yes, please indicate:
7. Will you be able to maintain product demonstrations at your location, e.g. at events held within your country?
8. How did you know about metaio?
9. Any other information you would like to share with us?

We thank you very much for sharing your company information with us. We will get back to you as soon as possible after evaluating your information. In the meantime if you have any questions/comments, feel free to contact us at anytime.

We look forward to starting a great partnership with you.

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