



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 technology development:
Sales:
Telephone: _____ E-mail: _____
Business development:
Telephone: _____ E-mail: _____
Technology 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 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 looking for with metaio?
2. Please indicate what kind of Augmented Reality solutions you are interested in:
(For detailed information please see: [Solutions](#))
3. Please specify geographical areas you would like to operate with Augmented Reality solutions in:
4. Please specify industries you would like to operate with Augmented Reality solutions in:
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?

Please, send your responses to:

Ms. Irina Gusakova via e-mail: Irina.Gusakova@metaio.com or by fax: +49-(0)89-5480-198-99.