

A. MARKET INFORMATION

- Number of dentists:
- Number of dental technician:
- Number of implants placed annually in the country:
- Materials used for the prosthesis elaboration:
- Implant brands used in the country:

B. COMPANY STRUCTURE

1. Seniority and activity description:

2. Total number of employees:

3. Technical service: do you have a department of technical service?

4. Commercial network: How do you sell your products?

Telemarketing ____% Visit ____% Shop ____% Internet ____% Events ____%
Catalogue ____% Dealers ____% Others ____%

C. COMMERCIAL ASPECTS

5. Your current customers:

a. Total customers:

- Number of laboratories:
- Number of dentists:
- Others:

6. Commercial actions that your company is currently developing:

7. Product line and brands that you commercialize:

8. Markets where you are present: (countries or areas of your country)

9. Organizations, societies, colleges that you collaborate and type of collaboration.

D. OTHER ASPECTS

10. Financial information

Annual turnover	
Annual turnover 2013	

- 11. What is your prevision of growing for next 2 years?**
- 12. Explain why you want to be AIDI Biomedical dealer and how you can contribute to our growing.**
- 13. Sales forecast of AIDI Biomedical for the first three years.**

Other interesting data: