

## Distributor Qualification Requirements

Enviolyte is committed to the success of our brand and our distributors. Our goal is to offer distributorship to the most qualified people in each market and establish long-term mutually beneficial business relationships with our distributors. Enviolyte distributor will enjoy exclusive representation of Enviolyte products in the authorized territory and the most competitive wholesale prices from Enviolyte.

Enviolyte takes pride in setting high standards for its authorized representatives. We seek individuals and/or businesses that are able to meet all the following three qualifications and will be dedicated in promoting and distributing Enviolyte products.

1. The prospective distributor must have experience in selling the products of interest, must have a local office in the pursuing territory.
2. The prospective distributor must have a technical support and service team who are trained to provide professional maintenance and service for units sold.
3. The prospective distributor must meet the mutually agreed annual sales quota. Enviolyte reserves the rights to adjust the sales quota annually based on market demands. Enviolyte will work with its prospective distributors for a trial period of 6-12 months to develop specific regional markets. This arrangement gives both parties the flexibility to learn about each other's capabilities, establish trust and evaluate the sales potential for Enviolyte products in the local market. Upon meeting all the above three qualifications within the trial period, the potential distributor will be appointed Enviolyte distributor with a binding contract. The newly appointed distributor will be evaluated annually against the qualification requirements stated in the contract.

The distributorship will be renewed if qualifications are maintained. If the distributor fails to fulfill the requirements as stated in the contract, the distributorship will be reassessed for possible termination. If you are interested in working with us and becoming an Enviolyte distributor, please fill out the following Distributor Application Form to the best of your knowledge and email it to us at [enviolyte@enviolyte.com](mailto:enviolyte@enviolyte.com) or fax it to +372 6626631.

We will evaluate your qualification and contact you shortly.

# Distributor Application Form

## CONTACT INFORMATION

Business name:

Business address:

City:

State/Province:

Zip code:

Phone :

Fax :

Email:

Company website:

Principal contact name:

Title:

Principal contact's email:

## BUSINESS BACKGROUND

Type of Business:

Retailer

Wholesaler

Import/Export

Manufacturer

Other (specify)

Products/services you currently offer:

Number of years in business:

Number of locations:

Number of employees in sales:

Number of employees in technical service:

Yearly revenue in EURO:

## DISTRIBUTION REQUESTS

Envirolyte products you are interested in distributing:

Your target market for distributing Envirolyte products (countries/cities):

Please tell us briefly how you plan to promote and sell Envirolyte products. Attach separate sheet, if needed.

How many Envirolyte units do you plan to sell in the next 3, 6 and 12 months?

Authorized Signature:

Date of Application: