Vendor questionnaire  
Service: **Contract with distributor**

*Please attach the filled questionnaire to the service request form*

**Vendor details:**

|  |  |
| --- | --- |
| Company name: |  |
| Contact person: |  |
| Phone number: |  |

**Request details:**

|  |  |
| --- | --- |
| Company Info / Company profile | *Please provide links or attach ppt/pdf to the request form* |
| Product description and Information | *Please provide links or attach whitepapers, Blueprints, ppt, pdf, etc to the request form* |
| Which companies are your main competitors? |  |
| Market share in Russia |  |
| Market share worldwide |  |
| Number of customers / deployments |  |
| Readiness and vision of running business in 3-level approach (Distributor > Partner > Customer) |  |
| Which competencies and experiences are required from distributor and its partners? |  |
| Support of Russian language |  |