

## Company Profile

### International Distributors

Company \_\_\_\_\_

Full name \_\_\_\_\_

Address \_\_\_\_\_

ZIP/City \_\_\_\_\_

Phone/Fax \_\_\_\_\_

E-Mail/www \_\_\_\_\_

### 1. Company Profile

Privately-owned | | \_\_\_\_\_

Private limited | | \_\_\_\_\_

Public listed | | \_\_\_\_\_

Authorized capital (USD) | \_\_\_\_\_

Paid-up capital (USD) | \_\_\_\_\_

Bank reference (USD) | \_\_\_\_\_

Last year's turnover (USD/EUR) | \_\_\_\_\_

### Operations

Managing Director/CEO |

Director Finances/CFO |

Technical Director |

Director Sales & Marketing |

Number of Employees |

### Responsible person for

Marketing |

Training/Education/Seminars |

Service/Technical Support |

## 2. Activities

Do you distribute medical products in your country? | yes | no |

How many salespeople are working for your company? |

How is your salesforce organized? |

Name of head of sales department? |

Are you manufacturing any products? | yes | no |

Which products? |

Are these your own products or licensed products? | own | licensed |

How is the technical service organized?	in-house	outsourced
How many customers do you have in the medical market? (estimated)	< 200 501-2000	201-500 >2001
When did you start your business?		

### 3. Range of Products

Which products are you selling in your market?	isokinetic systems	cardio products
	strength products (e. g. weight stack machines)	medical gauges (e. g. emg, pressure gauge plate ...)
	pulleys/ cable columns	passive therapy (as electrotherapy, ultra sound scanner,...)
	others	
Which product is a top seller in your market?		

## 4. Target Market

Which market(s) are you targeting?	physiotherapist	medical doctors
( 1 = most, 10 = less)	working medicine	insurance
	universities/ scientific companies	hospitals
	rehab centre	fitness market
	health market	sport clubs

## 5. Marketing/Advertising

Do you advertise in specialist journals?	yes	no
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At which events are you presenting products?	fairs exhibitor	special conventions
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Are you using any additional marketing tools? Which ones?	
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How did you establish your company in your market?	due to a product	due to opinion leaders
	due to quality	due to present on the market
	due to advertisings	due to price

## 6. Training/Advanced Education

Do you offer in-house training for your customers? | yes | no

Can you provide any therapeutical in-house support? | yes | no

If yes, what are the professional qualifications of your trainers?

Do you have a showroom? | yes | no

What is the size of the showroom? | m<sup>2</sup>

Where is the showroom located?

## 7. Registration

Do we need to register proxomed products in your country? | yes | no

Which documents are needed for the registration?

EU-Declaration of Conformity      Free Sales Certificate      Power of Attorney

Letter of Authorization      Product labels      Product manual in English/

Technical manual in English/      Brochure/leaflet in English/

Any other documents

What is the estimate time needed for registration?

Is there any specific remark needed to be known for a manufacturer?  
(as product class categorization, organisation realizing registration, any expected support ...)

## 8. Products of proxomed<sup>®</sup>

Which proxomed products do you plan to sell in your market?

<u>Back Therapy</u>	<u>Strength Training</u>	<u>Functional Medical Training Therapy</u>	<u>Endurance Training</u>
<u>tergumed 710</u>	<u>compass 600</u>	<u>compass MTT</u>	<u>kardiomed 700</u>
<u>itensic</u>	<u>compass 540</u>		<u>kardiomed 540</u>
			<u>kardiomed 521</u>
<u>Gait Analysis and Walking Therapy</u>	<u>Coordination</u>	<u>Software</u>	
<u>kardiomed 521</u>	<u>compass MTT</u>	<u>proxoforce Software</u>	<u>proxoforce Hardware</u>

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## 9. Cooperation with proxomed®

Please give us a short explanation for your interest in cooperating with proxomed or in selling proxomed products (e. g.: high quality, product range meeting with demands in your market, MDD, scientifically based products, etc.)

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