

**International Technology Sourcing cc  
Solar division  
Dealership Requirements**

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## **ITS Dealership Requirements**

Thank you for your interest in becoming an ITS Dealership. We are looking for companies/individuals with a suitable set of skills, knowledge and experience to dealers for the sale and installation of ITS solar collectors and related products.

*As an ITS dealer you will need to:*

1. Purchase installation manuals
2. Meet minimum purchasing requirements
3. Maintain comprehensive customer service records (Eg. customer complaints/feedback)
4. Meet ITS customer service requirements (Eg. Response time, customer satisfaction)

*In order to be considered for a dealership, you must:*

1. Have prior experience in the building, construction or allied industries
2. Have marketing and sales experience (particularly relationship marketing skills)
3. Have experience in distribution
4. Have financial management skills and business growth experience
5. Be computer literate

Additional requirements will be discussed after receipt of application and fully outlined in any agreement that may be signed.

If you think you meet the above requirements please fill out an ITS Distributor Application on the following pages and submit via email/fax. Please provide as much information as you are comfortable with – any information submitted will be kept confidential.

Email to [admin@its-solar.com](mailto:admin@its-solar.com)

Fax to: +27 86 505 0707

Thank you

***Riaan Honeyborne***  
***ITS Solar***

**Note:** Requirements outlined in this document are only guides. Specific requirements will be discussed and would be clearly outlined in any formal agreement that was signed.

## ITS Dealers Application

Section 1 – Company Info		
Company Status: Startup <input type="checkbox"/> Existing <input type="checkbox"/>		
Company Name:		Number of Employees:
Company Registration:		
Date Established:	Type of Organization:	
Region of business:		
VAT Number:		
Main Activities of Company:		
Section 2 - Contact Details		
Contact Persons Name:		Position:
Address:		Country:
Phone:	Fax:	Cell:
Email:	Web:	

Section 3 - Experience
Please outline why you want to become an ITS distributor and which products specifically?
What skills do you/your company have which will allow you to effectively complete this role? Please provide practical examples.
Do you have the ability to complete solar hot water system designs? Please provide examples of any (not necessary solar thermal) systems you may have designed and installed.

Please provide any additional information that may be of use to us in judging your suitability for a Distributorship.

Where possible please provide practical examples.

Thank you for your application. You will be contacted shortly with a response to your application. If deemed a potentially suitable candidate, an ITS representative will call you for further discussions and possibly wish to organize a meeting and inspection of your operation.

Signed:

Printed Name:

Date: