

DRE Philippines Distributor Questionnaire & Application

Are you interested in becoming a DRE Distributor in the Philippines? Use this questionnaire to learn about our distribution practices and begin the distributor application process.

Once you have finished the necessary application components (outlined on page 2 of this document), please send the documents to jpitman@dremed.com. We will review your information and contact you soon.

ITEMS REQUIRED

<input type="checkbox"/>	Read, initial, and sign our DRE Distributor Q/A form.
<input type="checkbox"/>	Read, initial, and sign our Documentation and Shipping guidelines.
<input type="checkbox"/>	Read, initial, and sign our Tender Guidelines form.
<input type="checkbox"/>	Complete the short application below to become an authorized distributor.
<input type="checkbox"/>	Send the four signed documents above to jpitman@dremed.com .

DISTRIBUTOR Q/A FORM

Q: DOES DRE CURRENTLY HAVE ANY DISTRIBUTORS IN THE PHILIPPINES?

A: Yes. DRE has been in business since 1984 and we have a variety of trusted distributors in the Philippines.

INITIALS

Q: MAY I BECOME A DISTRIBUTOR FOR DRE?

A: Yes! We are always seeking authorized distributors to promote our products in the Philippines.

Q: MAY I BECOME DRE's EXCLUSIVE DISTRIBUTOR IN THE PHILIPPINES?

A: Because the Philippines constitutes such a large market for DRE, we have found that our customers are best served by having multiple distributors in the Philippines. We therefore do not offer exclusivity. This is wonderful news for you as a new distributor seeking to join our distribution network!

Q: HOW DO I BECOME AN AUTHORIZED DISTRIBUTOR FOR DRE?

A: Becoming a distributor for DRE is easy. Simply use our checklist to follow our 5 step process.

Q: DOES MY DISTRIBUTOR PRICING INCLUDE SHIPPING, DUTIES AND TAXES?

A: Individual equipment prices do not include shipping costs, duties or taxes. DRE can provide a shipping estimate upon request. Duties, taxes and importation fees are always the responsibility of the distributor or purchaser.

Q: WHAT ARE DRE's PAYMENT TERMS FOR DISTRIBUTORS?

A: DRE accepts payment by bank wire transfer. Credit card payment is sometimes accepted.

Q: DOES DRE ACCEPT PAYMENT BY LETTER OF CREDIT (L/C)?

A: No. DRE has found that payment by L/C can cause lengthy delays and problems for our clients.

Q: MAY I ORDER EQUIPMENT AND PAY DRE AFTER I RECEIVE IT?

A: No. DRE must receive payment in full prior to shipping any medical equipment ordered.

I hereby authorize that I have read and understand each distributor guideline above. I have placed my initials next to each item above and have included my signature below.

Signature: _____

Date: _____

DOCUMENTATION & SHIPPING GUIDELINES

Q: IS DRE ABLE TO SHIP CONTAINERS OF EQUIPMENT TO THE PHILIPPINES?

A: Yes! We have over 30 years of experience in shipping containers of equipment to the Philippines.

INITIALS

Q: MAY I REQUEST A SHIPPING ESTIMATE FOR MY ORDER?

A: Yes. We will need some additional information to include: (1) List of equipment to be purchased with quantities (2) Your organization name (3) The address of your business.

Q: MAY I USE ONE OF MY OWN CARRIERS OR ARRANGE MY OWN SHIPPING?

A: Absolutely! You will need to make arrangements with your preferred carrier.

Q: WHAT DOCUMENTS WILL DRE PROVIDE WITH MY SHIPMENT?

A: DRE provides a commercial invoice and packing list for each shipment. These documents are provided electronically. Requests for original copies must be made when your order is placed.

Q: WHAT CERTIFICATES CAN DRE PROVIDE TO ME?

A: DRE can provide the following certificates upon request: (1) A copy of DRE's company FDA registration (2) Certificate to foreign government / Free sales certificate (3) Certificate of origin.

Q: ARE THERE ANY DOCUMENTS THAT DRE DOES NOT PROMISE TO PROVIDE?

A: DRE does not provide specific ISO/CE/FDA certificates for individual pieces of equipment. We do not guarantee any documents beyond our standard documentation or certificates above.

Q: WHAT DO I NEED TO TAKE CARE OF AS A BUYER/DISTRIBUTOR?

A: There are three items that are often required to import DRE equipment: (1) A Form M number (2) Payment of any duties/taxes/importation fees (3) Retrieval of equipment for airport or port.

I hereby authorize that I have read and understand DRE's shipping/documentation guidelines above. I have placed my initials next to each item above and have included my signature below.

Signature: _____

Date: _____

DRE TENDER QUOTATION PROCESS – ONLY FIVE EASY STEPS TO RECEIVE A QUOTE!

*Items you will need: (1) Copy of the tender (2) Access to DRE's website (www.dremed.com)

*Follow these steps and we will try to have a quote to you within two business days!

1. Review the equipment requirements for each item on the tender.
2. Visit DRE's website at www.dremed.com. Specifications are listed for each item.
3. Select the DRE product that you feel best meets your tender requirement.
4. Determine the quantity of product that is required.
5. Write to jhargrove@dremed.com to request a quotation on selected item(s).

Q: CAN I EMAIL DRE MY TENDER REQUEST FOR QUOTING?	INITIALS
A: This step is not necessary. To receive an accurate quote, please follow our 5 step process above.	_____
Q: WHY CAN'T I JUST SEND MY TENDER REQUEST TO DRE?	
A: DRE receives dozens of lengthy tender requests every week. Our primary responsibilities are to provide professional equipment quotations and sound medical equipment. For DRE to spend hours reviewing documents and interpreting information from third parties with whom we are not familiar is NEVER in your best interests. Moreover, it would prevent us from providing you with the quotations and equipment that you and our other clients need.	_____
Q: WHY IS IT IMPORTANT FOR ME TO REVIEW THE TENDER REQUEST?	
A: Because you (as the bidder/ client's representative) have a much better understanding of the end user and any special requirements. DRE does not attempt to interpret equipment requests written by unknown parties. This is your responsibility as you are the link to the end user.	_____

I hereby authorize that I have read and understand the tender quotation process and the other items above. I have placed my initials next to each item above and have included my signature below.

Signature: _____

Date: _____

AUTHORIZED DISTRIBUTOR APPLICATION

1. What is your full name (first name and last name)?	
2. Please list the full name of your company.	
3. Please list the full address of your company.	
4. List your email & company website address.	Email: Website:
5. Please list your complete telephone numbers.	Office: Mobile:
6. How long have you sold medical equipment?	Number of Years:
7. How many tenders have you won in the Philippines?	
8. Please list your top 3 projects won since 2010. Include the hospital/client name & approximate dollar amount sold.	A. B. C.
9. From what company/companies have you purchased medical equipment previously? Please list your top three sources.	A. B. C.
10. How did you hear about DRE Medical?	

I hereby authorize that I have responded to the above questions truthfully.

Signature: _____

Date: _____