



RiTech International Ltd

Room 1003-1005, Allied Kajima Building,

138, Gloucester Road, Wanchai, Hong Kong.

Tel: +852 2637 8198/2637 6178 Fax: (852) 3743 5933

URL: www.bioslimdisk.com e-mail: EMEA@bioslimdisk.com



Application to become a BioSlimDisk Distributor

Questionnaire

Ritech International Ltd's distribution strategy requires a balanced portfolio of product and service offerings. This questionnaire allows RiTech International Ltd to choose partners according to their ability to fit into our technology and market practices:

- Experience with Biometrics Technology
- Connections with Niche Security Market (health care, financial, Government Security, law enforcement)
- Convergence of price scheme
- Transparency of Distribution Channels
- Training and Demonstration services
- Financial stability

Within these market practices, products are then assessed to determine where the vendor is situated in terms of market leader, market challenger or market follower. RiTech International Ltd also considers the relative complexity, price and positioning of the product set to assess whether the product is suitable for distribution.



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Our Commitment

RiTech International Ltd pioneered the first USB storage solution embedded with Biometrics fingerprint protection. Leading in hardware innovative technologies, RiTech produced a unique security vault to store and protect personal or corporate data. Being hardware-specific, RiTech has kept its dominance by being the only self-contained USB-biometrics producer in the market which provides straightforward identification to your USB device. Essentially no contamination of software tools are used to assist data encryption or any software functions used for password authentication because it may cause complications for both users and vendors on online software updates or forgotten passwords and other critical sanctions of intrusion methods available worldwide.

RiTech International Ltd prides itself on offering best of breed security solutions to the market delivered by people with exceptional, relevant skills as security breaches continue to emerge plaguing organizations. Our commitment to our distributors is to provide a proactive route to market through a focused, dedicated team of marketing and sales people, supported by our operational and finance teams.

These security solutions that our product provides are adequate for protecting against increasingly sophisticated cybercriminals. In a bit of serendipitous timing, security vendors like RiTech International has developed a new type of threat protection and security technique for security intelligence world-wide.

In order to help us gain an understanding of your product offerings and your company, we have developed a questionnaire that allows us to identify the synergies between our organisations. Please complete the questionnaire in the following page and e-mail it back to @bioslimdisk.



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Section A: Contact details

Company name:

Subsidiary (if applicable):

Type of Company:

Equipment Distributor

Representative

System Integrator

Wholesaler

Others(Please state): _____

Years in business:

Correspondent's name:

Designation:

Address:

Telephone:

Fax:

Email:

Website:



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Section B – Company Operations

1. Which other companies/brands do you represent/distribute their products?

2. Do you manufacture products? If yes describe products:

3. What is the average sales cycle?

4. What is your typical sector of an End User?(Example: Government, SMEs)

5. How are products being deployed? (sell-in to resellers/retailers or sell-through to end user)

6. Financial Budget

Gross Revenue:

_____K Euros

Budget Next Year:

_____K Euros

Current Revenue for New Products:

_____K Euros

Budget Next Year:

_____K Euros



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7. Please describe your market customer base, by selecting your turnover distribution in %

Residential Project: _____% Industrial Project: _____%

Office Project: _____% Wholesaler: _____%

Distributor: _____% End-Users: _____%

8. How much do you intend to spend on new OEM product for promotion, sales and advertising in the coming year?

Thank you for taking the time to complete this questionnaire.

We will be in touch shortly.