

## VENDOR PRODUCT PROFILE

Submittin Company Address											
Telephor Fax No Year and Number Key Con (indicate List Euro (indicate	place of of Emplotact Nam title and opean off	oyees: le phone e ices	ration: xtension								
			Compai	ny Sal	es Volume(al			mbined):			
	US	UK	Fran	ice	Germany	Bene	elux	Italy	Spain	Scandinavia	
1994											
1995 1996						<u> </u>					
Year-to-date and projected sales for Product Names: (please include a Product Descriptions:  Pricing/Margins:  US  Retail  Dealer  Distributor  Average number of units sold in Name of the Product Names: (please include a Product Na			brochure)  UK  Retail  Dealer Margin  Distributor Margin  Distributor				l er	Dealer Margin utor Dist Margin			
				D.,	advat Calaa D	0 0 0 1 2 2 2 2	d				
Total Units Sold 1996				Product Sales Background Total Units Sold 1997				1009	1998 Projections		
Total Offits Sold 1990			Total Offits Sold 1997				1998	1776 Frojections			
US				Euro	pe		·			_	
									ld Thru Dis		
										M Channels	
								% So	ld Dealer-D	irect	

				% Solo Direct)	d Mail-Order (End-User		
100% Total	10	00% Total					
Λ	in atad Man	-4hly Colos Vol		an Mian	. IIV		
Anticipated Monthly Sales Volume through Ingram Micro UK Unit Sales Per Month £ per Month							
Onit Saies I et Wontil							
3rd Month after invento	ry						
product in "ramp-up" st	age	(Pcs).		£			
12th Month (sales rates	established	(Pcs).		£	£		
Special Product Require hardware/software need	ements (list a led, etc.):	ny special					
	Compe	eting Products (	(list your competit	tion)			
Company	Product N	ame	Description	/	Retail		
• •			•				
List advantages and key selling points of your product over the competition:							
	Currer	nt Distribution	(List all distributo	rs)			
UK							
Germany France							
Denmark							
Belgium							
Holland							
Norway							
Spain							
Sweden							
Other distributors under	consideration	on:					
	Ot	her Products y	ou currently offer				
Product Name	Descriptio		Retail		Date Shipped		
	<u> </u>		l				
Future Products you plan to announce							
Product Name	Descriptio		Retail		Date Shipped		
	1						
		_					

European Marketing Budget (state in dollars or £ available per year, and/or allocation per month):

UK Published Reviews (Indicate publications in which reviews have appeared. Include hard copies, if available					
Publication	Issue Date	Comments			

Tel: (01908) 260422 Fax: (01908) 262833

Mail this form, product brochures, price sheets, advertisements, and published reviews to:

Ingram Micro UK Ltd Administration Garamonde Drive, Wymbush, Milton Keynes, MK8 8DF United Kingdom

Signature: