



GPS Source Distributor Questionnaire

As part of GPS Source's evaluation of potential distributors we ask that each interested company answer the below questions. There are no right or wrong answers. We are trying to evaluate each company's fit with our long-term goals and development plans so that our future relationships are mutually beneficial to our customers and profitable for our businesses.

1. How long in business?
2. How long in the GPS business?
3. Number of Employees?
4. Number of Technical Sales / Engineering Employees?
5. Number of Employees with specific GPS experience?
6. Do you anticipate providing limited technical support for the GPS Source products?
7. What geographic market regions do you cover?
8. What is the nature of the products you distribute (or what are the types of products you distribute)? GPS Only?
9. What market segments are your other products tailored to serve (Aviation, Wireless, Public Safety, Survey, etc.)?
10. Current Sales revenue in GPS markets?
11. Estimated growth percentage in markets?



Your source for quality GNSS Networking Solutions and Design Services, Now!

12. Estimate sales quantity of GPS products, (i.e. splitters, amplifiers, repeaters, attenuators, antennas)

13. What is the nature of your Advertising?
 - a. Periodicals? Which ones? How Often?

 - b. Trade Shows? How many per year? Which ones?

 - c. How do you anticipate you would include our products in your advertising activities?

 - d. Website:
 - i. Do you have a website? URL?

 - ii. Average number of hits/month?

 - iii. How would you anticipate our products will be displayed on your website, or would you link back to ours?

14. GPS Source likes to ensure that we build strong brand recognition in the market place. Are you opposed to following several basic guidelines for use of the GPS Source logo and other brand imagery?