

Distributor Opportunities

Assessment & Evaluation Criteria for New Distributors

BiOWiSH® Technologies develops and manufactures innovative products that provide superior solutions to unmet needs in environmental management and agriculture. Our mission is to harness the power of our core technology to benefit mankind and the environment.

We work with best-in-class channel partners around the world who are specialists in their respective market segments and regions and have established distribution networks.

A limited number of non-exclusive distribution and market development opportunities still exist in certain regions and market segments. To express your interest in becoming a distributor, please review the following evaluation criteria and provide the following information:

Category	Information Requested
Area of Interest	Name the market segment (Environment, Agronomy, or Consumer Septic Treatment Products) of which you have the expertise and are interested in developing for BiOWiSH Technologies. Please limit to your current customer demographic and provide your company's current market share for its core business.
Geographic Region	Define your geographic region of interest.
Company Information	Please provide your company name, business address, web address, and contact person information.
Organizational Structure	A brief outline of your company's history, current organizational structure and key personnel. How many employees do you have in your organization both overall and within the market segment related to your interests in BiOWiSH Technologies? What is the annual sales in your organization both overall and within the market segment related to your interests in BiOWiSH Technologies?
Sales Management	How many employees do you have in your organization both overall and within the market segment related to your interests in BiOWiSH Technologies?
Field Technical Support	Summarize your company's current model to technically support end users. Please include typical expertise and number of field support staff

Logistics Capabilities	Outline the capability to receive bulk stock via sea freight, stock holding and customer delivery capabilities.
Financial Capability	Confirm your willingness to finance and receive initial order (value to be agreed upon dependent on region). Confirm a willingness to commit to ongoing minimum volume ordering.
Market Development	Outline marketing strategies and tactics to penetrate the desired market segment. Please include your organization's view of the size of the market opportunity and the percentage penetration which can be achieved in the first three years.
Field Technical Support	For existing businesses, provide an overview of how BiOWiSH® fits within your company's current product range and marketing strategies. Does your company currently manufacture and/or sell products in the same category as BiOWiSH™ products?

Based on your submission we will evaluate and determine if there are opportunities to pursue the process further. All distribution and marketing agreements include time limitations, geographic boundaries, and minimum performance criteria.

We look forward to your submission and thank you for your interest in BiOWiSH Technologies. Visit our website biowishtechnologies.com/distributors/ to complete an online inquiry form or email us at contact@biowishtech.com.

We look forward to your application and thank you for your interest in our products.



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