

P³ Medical

Checklist and information for New Distributors

Information we need from you:

- Number of sales representatives and areas covered?
- Other products sold?
- How do you approach the market to promote P3 products? i.e., Direct sales to hospitals or tenders? Exhibitions, Advertising, Website, Trials, Online Marketing, Social Media?
- Number and type of hospitals covered (Public/Private?)
- Registration or documentary requirements for you to import P3 goods into your territory?
- Products required and potential quantities?
- Preferred currency
- Preferred terms of shipment, i.e. Exworks, CIP, CPT, DAP, and whether by Air or Sea?
- Full Company name, address, website (if applicable) and contact phone and fax details.
- You must understand the need to carry out long term promotional activity to build our business together.
- We expect our distributors to be knowledgeable about their market and provide open feedback to us about competitors, including competitor's price levels, and to keep us updated on any relevant market changes.

P3 Terms and Conditions - what you need to know about us:

- Minimum order quantity – Minimum order value of £500. Certain ranges of products have their own minimum quantities depending on available stock, to be confirmed on enquiry.
- Delivery terms – Exworks or we can arrange freight with our local forwarder and add cost to Invoice
- Payment terms – Payment in advance by bank transfer. All sending bank charges to be paid by you.
- Returns & Complaints procedure – Please contact us in writing, advising details of the complaint and send photographs where possible. Returns will be accepted for defective items or items incorrectly supplied by P3 Medical but must be agreed by us in writing prior to returning and clearly marked with our returns number. Unwanted stock may be returned at our discretion, subject to prior agreement and fulfilment of the following conditions:
 - Goods to be unused and complete in original, saleable condition & original packaging. Remaining shelf life to be at least 60% (unless supplied by P3 Medical with less than 60% shelf life)
 - Seller accepts responsibility for paying freight for returns.
 - Upon receipt, goods will be inspected and if found to be satisfactory, a credit will be issued minus a 20% re-stocking and administration fee.

What we can offer:

- A range of quality, CE marked products for use in the operating theatre.
- ISO Accreditation. Latest CE and ISO Certificates available at any time, on our website; <http://www.p3-medical.com/Global/Quality>
- Responsive Customer Service Team available for all enquiries. We undertake to fulfil our promises and keep you informed of developments affecting your business.
- Product training.
- Presentations and Data sheets. We can supply product presentations or detailed data sheets to help with understanding our product range.
- Our distributors are welcome to come and visit us at the various exhibitions which we attend.
- Provide samples and initial promotional materials. However, please note that we do expect our distributors to create their own literature, in their own language, to better promote P3 products locally.
- Partnership with our distributors to achieve innovation relevant to their market place.

If you feel you could be the right partner to represent P3 Medical in your region then please contact Sarah Walker (walkers@p3medical.com) providing all the information as required above and anything else of relevance.