



Channel Partner Application Form

Version 2.0

Sopogy
Channel Partner Department
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Contact Information

Name:	
Address:	
Phone:	
Fax:	
Email:	
Company Website:	

Products and Services

List the company's primary products and/or services

Product/Service	Brief Description





Due Diligence Questionnaire

Business Type

<input type="checkbox"/>	BOO – Builder, Owner, Operator
<input type="checkbox"/>	EPC – Engineering, Procurement, and Construction
<input type="checkbox"/>	HVAC-Heating Ventilation, Air conditioning
<input type="checkbox"/>	PD/PM-Project Developer/Project Manager
<input type="checkbox"/>	TP-Technology Provider
<input type="checkbox"/>	Other:

Industry focus (Check all that apply)

<input type="checkbox"/> Agriculture	<input type="checkbox"/> Healthcare
<input type="checkbox"/> Architecture	<input type="checkbox"/> Hospitality
<input type="checkbox"/> Banking	<input type="checkbox"/> Manufacturing
<input type="checkbox"/> Communications	<input type="checkbox"/> Media
<input type="checkbox"/> Construction	<input type="checkbox"/> Not For Profit
<input type="checkbox"/> Consulting	<input type="checkbox"/> Real Estate
<input type="checkbox"/> Electronics	<input type="checkbox"/> Retail
<input type="checkbox"/> Engineering	<input type="checkbox"/> Shipping
<input type="checkbox"/> Renewable Energy	<input type="checkbox"/> Technology
<input type="checkbox"/> Finance	<input type="checkbox"/> Transportation
<input type="checkbox"/> Food and Beverage	<input type="checkbox"/> Utility
<input type="checkbox"/> Government	<input type="checkbox"/> Other

Other : (Please list)





Company Project History

Business History Synopsis

Please describe business background, specifically:

How long has the company been business?

Employee count:

Facility growth:

Revenue growth:

Fiscal Year:			
Revenue \$			

Management structure:





**Renewable Energy Experience:
(Describe experience and role in this field)**

**List renewable energy projects completed in the past 2 years
(at least 5 projects)**

Project Name:	Description:
1)	
2)	
3)	
4)	
5)	





Market size and Region

Please describe the market opportunity based on the following:

Question:
Is the market clearly identifiable?
What is the size of the market?
By what methods are you able to penetrate the market?
How fast is the market growing?
Can the market be segmented (power, air conditioning, process heat)?
What type of customers can utilize this product?





Market size and Region
Does the product/service have limited appeal based on geography?
What is the advantage that your company offers to the market?
Is there an identifiable pipeline based on your current customers?
What factors are most important to buyers when selecting a product/service: price, quality, delivery time, etc.
What is required to succeed in this market?
What are the current trends within the renewable energy industry?
Who are the leaders within the industry, and why are they successful?





Market size and Region
Are there regulations that affect the industry?
What incentives are available for renewable energy systems?





Financials

Financial Documents:

Please attach summary of revenue and volume history over past 5 years (Attach)

Please attach list of existing financial partners, majority shareholders, subsidiaries and/or parent and sister companies (Attach)

Please attach latest audited financial statement (balance sheet and income statement) (Attach)

Financial Projections:

Please provide estimate of 2009-2010 financial projections (Attach)

Financial Reference:

Please provide contact from your primary financial institution as a reference (Attach)

Please provide 5 vendor references from within your supply chain (Attach)

Please provide customer references for 5 projects (Attach)





Other Information

Insurance

Does your firm meet, or is willing to meet in the future, Sopogy's insurance requirements which provide, in part, Channel Partner must, at its own expense, procure and maintain Commercial General Liability insurance of at least TWO MILLION DOLLARS (\$2,000,000).

Litigation

Identify any liens or lawsuits past or pending against the company or its principals?





Miscellaneous Supporting Documentation:

If requested, can your firm provide evidence that documents the following?

Record of forecasting and controlling costs. Yes No

Contractor's adherence to contract schedules. Yes No

On the job safety performance record. Yes No

Adequacy of contractor's quality assurance system. Yes No

