



ITS Solar
Dealership Application Form

Document number : Version 3.1
Issue : A.3
Date : 14 Jan 2011
Filename : ITS Dealership Application form.doc

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ITS Dealership Requirements

Thank you for your interest in becoming an ITS dealer. The solar water heating market is huge and virtually untapped and we have seen many of our dealers building a very profitable business for themselves. We are looking for companies/individuals with a suitable set of skills, knowledge and experience to handle the sales and installation of ITS solar collectors and related products. We like to keep the interface between ITS and our dealers simple and clean and so we provide high quality products and technical support and the dealers market and install these products. If after a number of installations we are confident that the new dealer does a good job we will start to forward enquiries to our website to the dealer.

As an ITS dealer you will need to:

1. Purchase an installation manual.
2. Install a system on your own house.
3. Meet ITS customer service requirements (Eg. Response time, customer satisfaction).

In order to be considered for a dealership, you must:

1. Have prior experience in the building, construction or allied industries.
2. Have marketing and sales experience (particularly relationship marketing skills).
3. Have financial management skills and business growth experience.
4. Be computer literate.

Additional requirements will be discussed after receipt of application and fully outlined in any agreement that may be signed.

If you think you meet the above requirements please fill out the ITS Distributor Application on the following pages and submit via email/fax. Please provide as much information as you are comfortable with – any information submitted will be kept confidential.

Email to marketing@its-solar.com

Fax to: +27 86 505 0707

Thank you

Riaan Honeyborne
ITS Solar

Note: Requirements outlined in this document are only guidelines. Specific requirements will be discussed and would be clearly outlined in any formal agreement that was signed.

ITS Dealers Application

Section 1 – Company Info		
Company Status: Start-up <input type="checkbox"/> Existing <input type="checkbox"/>		
Company Name:	Number of Employees:	
Company Registration:		
Date Established:	Type of Organization:	
Region of business:		
VAT Number:		
Main Activities of Company:		
Section 2 - Contact Details		
Contact Persons Name:	Position:	
Address:	Country:	
Phone:	Fax:	Cell:
Email:	Web:	

Individual within the company - Details			
Full Names of Owners/Directors/Partners/Members/Trustees	ID No.	Residential address (Physical address)	Telephone No. / Cell No.
1			
2			
3			
4			

Section 3 - Experience

Please outline why you want to become an ITS dealer and which products specifically?

What skills do you/your company have which will allow you to effectively complete this role?
Please provide practical examples.

Do you have the ability to complete a solar hot water system design or would you require training?

Please provide any additional information that may be of use to us in judging your suitability for a dealership.
Where possible please provide practical examples.

Thank you for your application. You will be contacted as soon as possible.

ITS dealer's disclaimer – Installation Manuals, Warranty Docs, Spec sheets and more

This letter serves to confirm that you as a dealer have read and understood the various installation manuals, Spec sheets, warranty docs provided on our new website – www.itssolar.co.za

ITS Solar will therefore not be held responsible or liable for the failure of any system installation due to incorrect installation techniques or product utilization.

Should any failures occur after an installation has been carried out, the part that has 'failed' needs to be sent back to ITS with a completed claim form (found on our website, under the dealer login section) and photographs of the installation for evaluation purposes

I _____

from _____

place _____ Date _____ hereby agree

and will adhere to the above terms and conditions and will not hold ITS Solar responsible for the failure of any product or system due to an incorrect installation techniques.

I have studied and will comply with all your installation standard's and techniques as provided in your installation manuals and documentation on your website as well as to all SABS standards and building regulation.

Company: _____

Name: _____

Witness: _____

Signature: _____

Signature: _____

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