



Katana –
Automation made easy

Distribution Partner – Questionary



Questionary for new Neuronics Distribution Partners

Please answer all questions as far as possible. All data are treated strictly confidentially.
Thank you very much in advance.

Company name: _____

Legal form: _____

Telephone: _____

Fax: _____

Homepage: _____

(possibly) Parent company: _____

(possibly) Subsidiaries: _____

(possibly) Agencies abroad : _____

Address

Registered office _____

Street/P.O Box _____

Area Code, City: _____

Country: _____

Delivery address _____

Street/P.O Box _____

Area Code, City: _____

Country: _____

Billing address _____

Street/P.O Box _____

Area Code, City: _____

Country: _____

Bank connections: _____

Management

Ac. titel, Name: _____

Telephone (direct): _____

Mobile: _____

E-Mail: _____

Function/position: _____

Relevant contacts for Neuronics

Ac. titel, Name: _____

Telephone (direct): _____

Mobile: _____

E-Mail: _____

Function/position: _____

Relevant contacts for Neuronics

Ac. titel, Name: _____

Telephone (direct): _____

Mobile: _____

E-Mail: _____

Function/position: _____

Please list further relevant contacts for Neuronics separately.

1. Basic information

1.1 Since when does your company exist? _____

1.2 Is your company registered in the trade register? _____

1.3 Are your offices permanently reachable during office hours? _____

1.4 Number of employees (in total)? _____

- thereof Sales Force _____
- thereof Marketing _____
- thereof Sales Service _____
- thereof Administration (Finance, IT etc.) _____
- thereof Engineering (Hardware) _____
- thereof Engineering (Software) _____
- thereof Production _____
- others _____

1.5 Which further enterprises do you represent ?

- from Switzerland _____
- from the automation industry (inclusive robot industry) _____
- others _____

1.6 Are you member in technical or professional associations? Which? _____

2. Market position

2.1 In which industries are you active? mainly occasionally

a) Automation

Automotive industry	[]	[]
Pharmaceutical industry	[]	[]
Chemical industry (and labs)	[]	[]
MedTech industry	[]	[]
Packaging industry	[]	[]
Food industry	[]	[]
others (which?)		

b) Service industry

Which? _____
 (architecture, traffic, logistics, tourism, etc.) _____

c) Manufacturing industry
 (trade, retail trade)

mainly occasionally
 [] []

d) Public health care

Hospitals	[]	[]
Elderly/ geriatric care	[]	[]
Rehabilitation	[]	[]
Patient aids(e.g. wheelchairs)	[]	[]
others (which?)		

e) Research and didactics

University, academia	[]	[]
Apprenticeship training	[]	[]
others (which?)		

f) Other industrial sectors?

Which? _____

2.2	Business size of your customers?	mainly	occasionally
	- SMEs	<input type="checkbox"/>	<input type="checkbox"/>
	- Large enterprises	<input type="checkbox"/>	<input type="checkbox"/>
	- Multi national enterprises	<input type="checkbox"/>	<input type="checkbox"/>
	- OEMs	<input type="checkbox"/>	<input type="checkbox"/>
	- others (which?)		

2.3 In which geographical area are you active (international, national, regional)? Please indicate area exactly. _____

2.4 Your turnover in the last two years. _____
 How much will it be in this year? thereof automation? _____

2.5 How many real customers do you register per year (on average)? _____

2.6 Which medium-term (3 - 5 years) development are you expecting (concerning headcount and turnover)? _____

2.7 Do you have any enterprise brochures or sales documentations? Please attach to this questionnaire (off or on-line). _____

3. Professional competences

- 3.1 Core competences of your company?
- a) System solutions and engineering**
 - Software development
 - Knowledge of high level languages (e.g. C, C++, Python, Pascal, etc.)
 - Construction
 - Electronic
 - Engineering
 - b) Consulting/Project support**
 - Software development
 - Knowledge of high level languages (e.g. C, C++, Python, Pascal, etc.)
 - Construction
 - Electronic
 - Engineering
 - Integrated concepts
 - c) Robotics**
 - d) Market processing**
 - e) Other core competences (which?)**

3.2 How many articles does your product range include? _____

3.3	Which products does your company sell?	self-produced	third party products
	- Robots	[]	[]
	- Industrial automates	[]	[]
	- Sensor technology	[]	[]
	- Grippers/fingers	[]	[]
	- others (which?)		

3.4	Which marketing activities do you initiate?	[]	[]
	- Mailings, newsletters	[]	[]
	- Ads in printmedia	[]	[]
	- Showroom	[]	[]
	- Participation in fairs (which fairs?)	[]	[]

- Other marketing activities?

4. References

4.1 Some of your customer references (if available: Please attach reference list)

5. Notes/comments

Please state further information separately (e.g. further contact people)

City/date

company stamp/signature

Thank you for your interest in our enterprise and your commitment. Please send the questionnaire as well as further documents (supplements, brochures etc.) either to our postal address or online by mail to: janine.deufel@neuronics.ch.

Postal address:

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