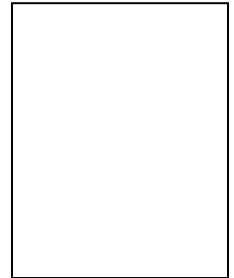


Dealer dossier No: -

Date- .....

**ROOP ARINNA FABRICATORS PVT. LTD.**  
**IMT MANESAR (HARYANA)**

**DEALER DOSSIER**



**PERSONAL INFORMATION**  
**(to be filled in by the applicant dealer)**

SI No	Particulars	Details
1	Individual Name	
2	Fathers Name	
3	Date of birth/place of birth	
4	Marital Status/marriage anniversary	
5	Education qualification	
6	Address of residence	
7	Residence owned/rented	
8	Language(s) known.	
9	Ph No –Land line and mobile no	
10	Vehicles owned	
10	Email ID	

**Existing Business Details**

<b>Sl No</b>	<b>Particulars</b>	<b>Details</b>
<b>1</b>	<b>Type of business Name of Firm/Company</b>	
<b>2</b>	<b>No of years in the current Business</b>	
<b>3</b>	<b>Office or godown address</b>	
<b>4</b>	<b>Owned or Rented if rented what is the rent and if owned what is the Present value</b>	
<b>4</b>	<b>Phone No- Mobile land line and fax</b>	
<b>3</b>	<b>Total investment in the business</b>	
<b>4</b>	<b>Total Working capital</b>	
<b>5</b>	<b>Stock available at present</b>	
<b>6</b>	<b>Total staff and their duties</b>	
<b>7</b>	<b>No. of Technical Persons No. of Sales Staff</b>	
<b>8</b>	<b>Turn over for the last 3 years</b>	<b>2008-2009-- 2010-2011-- 2011-2012--</b>
<b>9</b>	<b>Pan No.</b>	
<b>9a</b>	<b>Sales tax registration No</b>	
<b>10.</b>	<b>Any other details you may wish to share</b>	

### Bank Details

SI No	Particulars	Details
1	Name of the Bank	
2	Type of the Account	
3	Year of account opening	
4	Address of the bank	
5	Ph No's of the Bank / Branch	
5	Facilities available at your branch Like RTGS / NEFT / Money Transfer etc.	
6	Whether OD / credit/ Bank guarantee etc. facilities available for you in your bank	
7	Whether we can check your credentials at your bank.	

### Questioner

SI No	Particulars	Answers
1	What factors made you to decide to venture in solar business?	
2	What information you have regarding solar industry?	
3	What made you to choose ARINNA solar system for perusing your business?	
4	How you will be addressing the market with ARINNA?	
5	What will be your marketing activities to address the market?	
6	What are the plus points which will help you in solar business?	

## REFERENCES

Reference - 1	Reference - 2

## ENCLOSURES

SI No	Particulars	Status
1	Copy of the Registration of your company	
2	Copy of Partnership deed/ memorandum & articles of association	
3	Address proof of your residence	
4	Address proof of the business at present	
6	Bank Statement for 6 months	
7	IT returns with statement of accounts for the last 3 years	
8	PAN card copy	

**Remarks by the Head marketing sales:**

-----XXXXX-----XXXXXXXX-----XXXXXXXX-----XXXXXXXX-----XXXXXXXX-----XXXXX-----

*For office use only :*

<b>DEALER RATING FOR CONSIDERING FOR DEALERSHIP</b>			
<b>SI No</b>	<b>Fields</b>	<b>Particulars</b>	<b>Points</b>
1	Financial	Transaction in bank statement	
2	Financial	I T Returns	
3	Financial	Other source of information of his finance transaction	
4	Marketing		
5	Marketing	Knowledge of solar water heater	
6	Marketing	knowledge of competitors	
7	Marketing	Communicating skills	
8	Marketing	Languages known	
9	Marketing	Past experience in marketing	
10	Marketing	Availability of 2 wheeler	
11	General	Age	
12	General	Punctuality	
13	General	Ability of understanding	
14	General	Physical appearance	
15	General	Financial background	
		<b>Total</b>	

<b>System of points</b>	<b>Points</b>
<b>Excellent</b>	<b>4</b>
<b>Very good</b>	<b>3</b>
<b>Good</b>	<b>2</b>
<b>Average</b>	<b>1</b>
<b>Poor</b>	<b>0</b>