



Addaquo

EVERY DROP COUNTS

PARTNERSHIP EVALUATION

Company name:

EVALUATION OVERVIEW

OBJECTIVE

This document is drafted to understand the market that ADAQUO is trying to enter in partnership to deliver its solutions. Before presenting terms of the partnership ADAQUO would like to understand the partners position on the market, plans for the new partnership and growth strategy.

METHOD

ADAQUO has created a set of questions to evaluate the potential partner and set expectations for the partnership in relation to the answers.

1. Please print this document
2. Go over the questions below and enter as much detail in your response
3. When you fill in all the fields, scan and send it to us at the e-mail address info@adaquo.eu

ADAQUO INVITES YOU TO SHIFT THE INDUSTRY.

We see you as an experienced market partner with visionary leadership that will shape the industry in the years to come.

We believe that your market has good potential for ADAQUO because of the smart technologies of our products.

Offering a partnership model we plan to generate long term sales with the goal to become a key supplier on the market offering not only high quality solutions but also outstanding support and contribution to the profession.

Our goal is to revolutionize the business model of the outdoor smart shower industry, create a recognizable and reliable brand that will present a sustainable model that will benefit all the stakeholder in the industry.

We invite you to join the revolution in the world of smart cities!

„Without passion there is no emotion. We are dedicated and motivated to create something different, for the happiness and satisfaction of those who believe in us.“

Stefano Ladavac, CEO & Co-founder

QUESTIONS

1. Partner total sales volume for 2019/2020 (which percentage is in outdoor smart solutions)?

2. Sales volume projection for ADAQUO yearly?

3. Type and size of projects?

4. Growth forecast for ADAQUO (3 years)?

5. Brand integration/in-house competition?

6. Client type (Architects, Contractors, Investors)

7. Possibility of using sub-distributors (region defined)?

8. Territory covered, Market share and biggest competitors?

9. Input from ADAQUO (activities, marketing material, samples)?

10. Why do you want to onboard ADAQUO?

We are looking forward to our partnership!