



# Partners for Profits™ Application

Date of Application \_\_\_\_\_

## Company Information

Business Name \_\_\_\_\_

Address \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Website \_\_\_\_\_

## Contact Information

Principal Owner(s) \_\_\_\_\_ Title \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Sales Contact \_\_\_\_\_ Title \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Purchasing Agent \_\_\_\_\_ Title \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Accounts Payable \_\_\_\_\_ Title \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

Marketing Contact \_\_\_\_\_ Title \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_

# Partners for Profits™ Application

## Business Profile

Description of business

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Year business was established

Total number of employees

Total number of employees

Total number of sales staff

Number of master electricians

Journeyman

Apprentices

Helpers

Number of other limited distribution of franchised lines carried

List of distribution of competitive products

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## Trade Expertise

Years of Field Experience in Lighting and Electrical Work

List all license type, license number and date acquired

Years of Retro-fit Lighting Experience

What % of your business is Residential

Commercial

Agriculture

What % of your business is New Construction

Existing Construction

Trade References (please provide three)

Business Name

Address

Contact Person

Phone

Business Name

Address

Contact Person

Phone

Business Name

Address

Contact Person

Phone

## Financial Information

Please complete this information accurately for this data is used to establish a line of credit with Orion Energy Systems. In addition, the application must be signed and terms agreed upon as stated on page four of this application.

Federal Tax ID Number \_\_\_\_\_

DUNS Number \_\_\_\_\_ State \_\_\_\_\_ Number \_\_\_\_\_

State \_\_\_\_\_ Number \_\_\_\_\_

State \_\_\_\_\_ Number \_\_\_\_\_

Owners with more that 10% ownership of business

Name \_\_\_\_\_ Social Security Number \_\_\_\_\_

Name \_\_\_\_\_ Social Security Number \_\_\_\_\_

Name \_\_\_\_\_ Social Security Number \_\_\_\_\_

Financial Institution Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Main Account Contact \_\_\_\_\_ Title \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Loan Account Number \_\_\_\_\_

Current total sales volume (recent year) \_\_\_\_\_

Growth percentage over the last five years \_\_\_\_\_

Estimated net worth of company \_\_\_\_\_

Current sales volume of lighting fixtures \_\_\_\_\_

## Marketing and Service Area

Marketing area (state and country) \_\_\_\_\_

Principal city nearest or within marketing area \_\_\_\_\_

Population base \_\_\_\_\_ Total number of branch locations (if applicable) \_\_\_\_\_

List location of all branch locations \_\_\_\_\_

Maximum distance traveled for installations and surveys \_\_\_\_\_

Number of contacts in your existing pipeline \_\_\_\_\_

# Partners for Profits™ Application

## Business Projections

Do you have a technology center that Orion Products will be displayed? \_\_\_\_\_

What is your first year Orion sales goal? \_\_\_\_\_

Do you or those working with your company have experience in sales/marketing? \_\_\_\_\_

Please describe \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please describe why you want to be a partner of Orion \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Authorization and Acknowledgement

I, \_\_\_\_\_, a duly authorized representative of \_\_\_\_\_

do allow Orion Energy Systems to investigate our credit history for the purpose of evaluating our credit worthiness in regards to an open account status. In the event that Orion does extend open credit, we also agree that we will adhere to all payment terms and conditions set forth by Orion on purchases billed to that open account. Terms of payment shall be stated on the quotation or invoice or as otherwise set forth in Orion's Terms and Conditions. A service charge of 1.5% per month will be charged by Orion on any balance, which is past due. Should it be necessary for Orion to institute formal proceedings to collect any past due amounts, Orion shall be entitled to recover its attorney's fees and other costs associated with the proceedings. Notwithstanding the acceptance of an order by Orion, Orion reserves the right not to ship product due to failure to pay in accordance with Orion's terms or who, in the sole opinion of Orion, may be able to meet its payment obligation to Orion.

To the best of my knowledge the information contained in this application herein is true.

Signature \_\_\_\_\_ Date \_\_\_\_\_



**Orion Energy Systems Incorporated**  
2001 Mirro Drive  
Manitowoc, Wisconsin 54220  
877.204.6852  
www.oriones.com