



ENGINEERING 61850

# Partner Application Form

COMPANY			
Name:			
Address:		City:	
Postal code:		State:	
Phone:		Country:	
Web Site:		Fax:	

CONTACTS			
Main		Sales	
Name		Name	
Title		Title	
e-mail		e-mail	
Phone		Phone	
Fax		Fax	
Mobile		Mobile	

BUSINESS
COMPANY DESCRIPTION

YEAR ESTABLISHED:
-

NUMBER OF EMPLOYEES:	
Marketing	
Sales	
Development	
Services	
Other	

AREAS OF EXPERTISE:				
IEC-61850	Y	<input type="checkbox"/>	N	<input type="checkbox"/>
Substation Design	Y	<input type="checkbox"/>	N	<input type="checkbox"/>
Protection	Y	<input type="checkbox"/>	N	<input type="checkbox"/>
Control	Y	<input type="checkbox"/>	N	<input type="checkbox"/>
Telecommunications	Y	<input type="checkbox"/>	N	<input type="checkbox"/>
Other (please, specify)	Y	<input type="checkbox"/>	N	<input type="checkbox"/>

<b>REGIONAL OFFICES:</b>	
1)	
2)	
3)	

<b>INTERNATIONAL FOCUS:</b>		
America	EMEA	Asia
Canada <input type="checkbox"/>	Europe <input type="checkbox"/>	North / Central Asia <input type="checkbox"/>
USA <input type="checkbox"/>	Middle East <input type="checkbox"/>	South / East Asia <input type="checkbox"/>
Central America <input type="checkbox"/>	Africa <input type="checkbox"/>	Japan <input type="checkbox"/>
South America <input type="checkbox"/>		Australia / New Zealand <input type="checkbox"/>
Only in our country:		

CUSTOMERS & ALLIANCES			
<b>CUSTOMER REFERENCES (please, provide at least three)</b>			
Company name:		Industry:	
1)		1)	
2)		2)	
3)		3)	

<b>MAIN ALLIANCES WITH OTHER COMPANIES:</b>			
Company name:		Partnership Type:	
1)		1)	
2)		2)	
3)		3)	

<b>ALLIANCES WITH OUR COMPETITORS:</b>			
Company name:		Products:	
1)		1)	
2)		2)	
3)		3)	

COMPETITORS			
<b>MAIN COMPETITORS FOR YOUR COMPANY (please, provide at least three):</b>			
Company name:			
1)			
2)			
3)			

<b>MAIN COMPETITORS FOR "PULLNET PRODUCTS" IN YOUR COUNTRY (if they exist):</b>			
Company name:			
1)			
2)			
3)			

COMMENTS