

Dealer Questionnaire



Dear Prospective Partner

In an effort to increase our understanding of your business, its needs and requirements, please complete this short questionnaire and return to Sahara Computers with the Dealer application form

Your Name :
Company Name :
Position / Designation :
Contact Number :

Please Tick all that apply :

Who is your target market ?

- Distributors
- Dealers
- Public (Private buyers / consumers)
- Small office / Home office (SOHO)
- Small, micro & medium enterprises (SMME)
- Government & Parastatals
- Corporate Consumers
- Others _____

How did you hear about Sahara Computers ?

- Sahara Computers Dealer
- Sahara Computers employee
- Vendor referral
- Advertisement
- Telephone directory
- Website
- Another distributor
- Friend / acquaintance
- Other (please mention)

What is the BEE Profile of your company; percentage of PDI ownership ?

- None
- < 25%
- > 25%
- > 50%
- 100%

How many people are employed in your Company (Sales & Support Department)?

- < 5
- 6 - 10
- 11 - 20
- 21 - 30
- > 30

Your total monthly expenditure on hardware and software? _____

From where do you primarily operate ? (Office / Shop / Home) _____

Primary nature of your business? _____



What will be the estimated monthly activity of your trade facility at Sahara Computers ?

- R 10,000 - R 24,999
- R 25,000 - R 74,999
- R 75,000 - R 124,999
- R 125,000 - R 249,999
- R 250,000 - R 499,999
- > R 500,000

Which of these most closely resembles your business function?

- Traditional ICT Dealer
- Value-added ICT Dealer
- Enterprise Value-added ICT Dealer
- ICT Distributor
- ICT Retailer

(Please refer to pre-registration information for classification definitions)

Which categories of ICT products do you sell / plan to sell ?

- Components (CPU, HDD etc.)
- Desktop Platforms
- Displays (Monitors, LCDs, projectors, etc.)
- Enterprise Platforms (servers etc.)
- Imaging and Printing (printers, projectors)
- Mobile Platforms (notebooks, bags etc.)
- Peripherals & accessories (gaming, mice etc.)
- Software
- Storage Media (Flash, USB)
- Surveillance / CCTV
- Point of Sale (POS)
- Other _____

Which ICT brands do you sell / plan to sell ?

- AMD
- AcBel
- BenQ
- Creative
- Dell
- Epson
- Fujitsu-Siemens
- Foxcon
- Hynix
- Intel
- Lexmark
- Microsoft
- Samsung
- Symantec
- Sahara
- Own Brand _____
- Other _____

Thank you for your time and the information provided