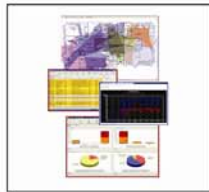


# MONTROSE NETWORK

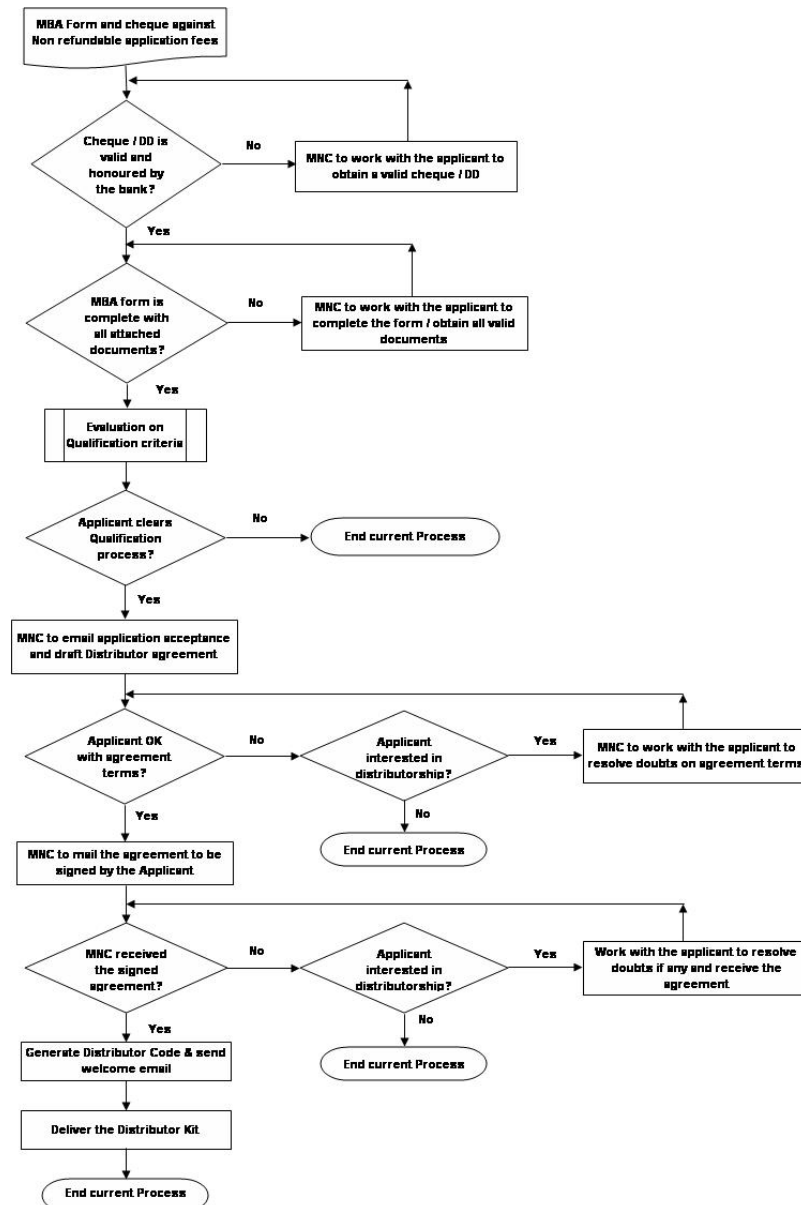
## Montrose Business Associate (MBA) Form



NETWORKING • BUILDING AUTOMATION • SOUND AND SECURITY

The Steps to become Montrose Network Corporation (MNC) Distributor are as follows;

1. Submit the completed Montrose Business Associate Form (MBA) along with a Cheque / Demand Draft worth Rupees Five Hundred Only favoring Belden India Pvt. Ltd. payable at Gurgaon, Haryana.
2. The application acceptance will be based on cheque / DD being honored by the bank and internal qualification parameters of MNC. Based on the result of qualification process, the applicant will be notified accordingly.
3. A draft copy of the agreement stating terms and conditions of distributorship / dealership will be emailed to the applicant if the application clears the qualification process.
4. On acceptance of terms and conditions, a duly signed copy of the agreement would be mailed to the applicant.
5. On receiving the signed agreement, the distributor kit (Product Catalog, POSM, Price List, etc) and the distributor code will be mailed to the applicant.



Completed application form should be sent to:  
 MBA Development Cell  
 Montrose Network Corporation  
 16<sup>th</sup> Floor, Tower “B”, Unitech Cyber Park  
 Sector -39, Gurgaon - 122001  
 Haryana, INDIA.

## Montrose Business Associate (Distributorship / Dealership) Form

**(1) Company / Enterprise Details:**

<b>1.1 Name of the Enterprise:</b>
<b>1.2 Name of Main Applicant:</b>
<b>1.3 Permanent Address:</b>
<b>Town:</b>
<b>City:</b> <span style="float: right;"><b>Pin Code:</b></span>
<b>State:</b>
<b>Landline No.:</b>
<b>Mobile No.:</b>
<b>1.4 Correspondence Address:</b>
<b>Town:</b>
<b>City:</b>
<b>Pin Code:</b>
<b>State:</b>
<b>Landline No.:</b>
<b>Mobile No.:</b>
<b>Fax No.:</b>
<b>Email id:</b>

<b>1.6 Details of Majority Partner / Director (s):</b>				
S. No.	Name	Address & Tel. No.	Residence Add. & Tel. No.	Qualification
1.				
2.				
3.				

<b>1.7 Particulars of other Business / Sister Concern (s):</b>				
S. No.	Name	Address & Tel. No.	Nature of Business	Approx. Sales (INR Lac/ Yr.)
1.				
2.				
3.				

**1.5 Constitution of Distributor / Dealer:** Use Tick  for correct

Proprietorship   
  Partnership   
  Private Ltd Co.   
  Public Ltd Co.   
  Others (Please specify) .....

**Company / Enterprise Details:**

**1.8 Brands / Products being sold currently** (Please attach additional sheet, if required)

S. No.	Name of Company	Status (Active/ Inactive)	Locations Covered	Product Group	Annual Sales ( INR Lac)
1.					
2.					
3.					
4.					
5.					

**1.9. Sales Record:**

(1.9.1) Sales performance in last 3 years (Annual sales in INR Lac):

Year	Copper	Fiber	Wireless	BMS	Sound & Security	Others	Total
20..							
20..							
20..							

(1.9.2) Sales performance in last year as per the top 5 selling products (Annual sales in INR Lac):

Year	Copper	Fiber	Wireless	BMS	Sound & Security	Others	Total
20..							
20..							
20..							

**1.10 Infrastructure:**

Type	City/Town	Area (Sq-ft)
Office		
Godown		
Service Workshop		

(1.10.1) Location of Office: Use Tick -  ✓

Main Market     Secondary Market     Outside Main Township

(1.10.2) Address of the Show Room / shop: \_\_\_\_\_

(1.10.3) Tel. No. & Fax No.: \_\_\_\_\_

(1.10.4) Whether Godown lies outside Octroi Zone?

Yes     No

(1.10.5) CST No..... Date 

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 (1.10.6) LST No..... Date 

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(1.10.7) Name & Address of Transportation Co (s) (Ordinary / Bank approved):

(1.10.8) Other modes of delivery:

(1.10.9) Nearest Railway Station / Transport Agency:

**(2) Manpower**

(2.1) Administrative staff details:

S. No.	Name	Designation	No. of Yrs. in Current Service	Total Exp. (Yrs.)	Qualification	Salary (INR Lac)
1.						
2.						
3.						
4.						

(2.2) Sales staff details:

S. No.	Name	Designation	No. of Yrs. in Current Service	Total Exp. (Yrs.)	Qualification	Salary (INR Lac)
1.						
2.						
3.						
4.						

(2.3) Technical staff details:

S. No.	Name	Designation	No. of Yrs. in Current Service	Total Exp. (Yrs.)	Qualification	Salary (INR Lac)
1.						
2.						
3.						
4.						

**(3) Business Association (s):**

(3.1) Any of your sister concern (s) / Group Cos. dealing with Montrose Network?  Yes  No

If yes, please mention details:

S. No.	Name	Address & Phone No.	Nature of Business	Product Group	Since (Year)	Approx. Turnover (INR Lac)
1.						
2.						
3.						
4.						

(3.2) Are any of you personally related / known to any employee of Montrose Network?  Yes  No

(3.3) If yes please mention details:

S. No.	Name	Designation	Relationship
1.			
2.			
3.			

**(4) Goods:**

(4.1) You are interested in Distributorship / Dealership for:

Products	Please Select [Yes]	Please Select [No]
Copper Networking		
Fiber Networking		
Wireless Networking		
Sound & Security		
Building Management System		
<b>All of above</b>		

(4.2) Territory:

Name of Town / Districts for which Distributorship / Dealership is applied:


(4.3) Investment:

How much investment are you prepared to make for Montrose Network Corporation products?

Products	Value (INR Lac)
Copper Networking	
Fiber Networking	
Wireless Networking	
Sound & Security	
Building Management System	
<b>Total</b>	

(4.4) Insurance:

Name & Address of the Insurance Companies, to which the stocks are proposed to be insured:

S. No.	Name	Contact Person & Address of Insurance Co.	Ph. No.	Risk Covd. Value (INR Lac)
1.				
2.				
3.				

**(5) Financial Details:**

(5.1) Firm / Company's Financial Position (As on 20.. )

Liabilities (INR Lac)		Assets (INR Lac)	
Share Capital		Investment	
Reserves & Surplus		Fixed Deposits	
Loans		Properties	
Creditors		Vehicles	
Advance from Customers		Stock	
Others Advances		Debtors	
<b>Total</b>		<b>Total</b>	

(5.2) Are Accounting Procedures computerized?

Yes  No

If yes, please specify the package / software


(5.3) Details of Contingent Liabilities Outstanding (if any) shall also be enclosed by way of a detailed note

Name	Address	Tel. No.	O/D Limit	C/C Limit	Any Other Limit	No. of Bankers (Please Specify)

**Documents Provided:**

- 1) Non – Refundable Application Fee : Cheque / Demand Draft worth **Rupees Five Hundred Only** favoring **Belden India Pvt. Ltd.** payable at **Gurgaon, Haryana.**
- 2) Copy of Memorandum & Articles of Association in case Distributor / Dealer is a Company registered under the Companies Act 1956.
- 2) Copy of List of Directors with addresses in case Distributor / Dealer is a Company registered under the Companies Act 1956.
- 3) Copy of Board Resolution authorizing the person applying for Distributorship / Dealership and signing this Form in case Distributor / Dealer is a Company registered under the Companies Act 1956.
- 4) Copy of Partnership Deed in case the Distributor / Dealer is a Firm, Association of Persons, etc. along with a letter of Authority in favor of the Authorized Partner/Person.
- 5) List of Partners with addresses in case the Distributor / Dealer is a Firm, Association of Persons, etc.
- 6) Copies of last 3 years Balance Sheet/Profit and Loss Account.
- 7) Copies of last three years Income Tax Returns.
- 8) Copy of Electricity/Telephone Bill showing the address of the premises from where the Dealer is operating as mentioned under Clause 2 above.
- 9) Copy of Bank Statements for last 3 months.
- 10) Credit certificates from Distributor / Dealer's bank.
- 11) Copy of CST certificate.
- 12) Any other documents \_\_\_\_\_

**Declaration**

I / We hereby confirm that all information provided in this Application Form is true and correct to the best of my/our knowledge.  
 I / We understand fully that if any information provided is not true, this Application Form can be used against me/us before any Court of Law/Tribunal/Arbitration proceedings, etc.

Signature:..... Date:.....  
 Name of Enterprise:..... Place:.....  
 Name of Partner (s).....  
 Designation:.....

**For Office Use Only**

Application Fees Cheque/DD No: ..... Issuing Bank.....Cheque Clearing Date:.....

Distributorship / Dealership Approved  Yes  No      Distributorship Code   
 Enterprise Name:.....

Deposit Required:  Yes  No  
 Amount Deposited (INR).....  
 Cheque / DD No: .....Issuing Bank.....Cheque Clearing Date:.....  
 Distributorship / Dealership Documents Complete:.....  
 If No please specify:.....



Montrose Network has worldwide operations.  
Please contact us at following locations:

**USA:**

Montrose Network Corporation  
9, Mohawk  
Leominster, MA 01453  
sales.usa@montrosenetwork.com

**Europe Middle East and Africa**

emea@montrosenetwork.com

**Asia Pacific:**

Montrose Network Corporation  
16th Floor Tower B  
Unitech Cyber Park  
Gurgaon Sec-39, Haryana  
sales.apac@montrosenetwork.com  
sales.india@montrosenetwork.com

**For Knowledge**

knowledge@montrosenetwork.com

**For Becoming a Montrose Business Associate**

oppurtunity@montrosenetwork.com