

Prospective Licensee Questionnaire

A. Company Information

Business name	
Contact Name	
Business Type: <input type="checkbox"/> Retail <input type="checkbox"/> Wholesale <input type="checkbox"/> Manufacturing <input type="checkbox"/> Service <input type="checkbox"/> Other _____	
Business Federal ID#	Years in Business:
Federal ID/SSN/SIN:	

Contact Information	
Address 1:	
Address 2:	
City:	
St/Prov.:	Zip/Postal Code:
Country:	
Work Phone:	Fax:
Home Phone:	
Cell Phone:	
Email:	
Website:	

B. Current Business

1. Please provide a couple paragraphs describing your company and capabilities, including facilities, technical expertise, distribution channels, sales force, etc.

2. Please provide some details about your current business.

- a. Current Products



Prospective Licensee Questionnaire

b. Current Market Segments

- | | |
|---|--|
| <input type="checkbox"/> Livestock Production | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Waste Management | <input type="checkbox"/> Agricultural |
| <input type="checkbox"/> Home and Garden | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Human Health | _____ |
| <input type="checkbox"/> Companion Animals | _____ |

c. Annual revenue – prior year (\$US)

d. Number of employees

3. Proposed Business Funding. Please provide some information about how this new product line will be funded. (i.e. Existing business, private funds, bank loans, etc) Please provide as much detail as possible.

4. Do you intend to manufacture secondary products (ready to use)? Immediately? Over time?

5. Are you looking for exclusivity? If so, what territory?

6. Are you aware of the product registration process in your country/region? Are you able to handle the cost of those registrations?

7. Are you prepared to pay a licensing fee? (Minimum \$40,000)

C. Business References

I. Please provide business references including name, company name and contact information.

1. _____

2. _____

3. _____

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2. What is your experience with Probiotics?

3. How did you learn about SCD? Who referred you?

D. Distribution:

1. What is your proposed geographical market area for SCD Probiotics Products?

2. Targeted Industry/Industries

- Livestock Production
- Waste Management
- Home and Garden
- Human Health
- Companion Animals

- Environmental
- Agricultural
- Other _____
- _____
- _____

3. Which SCD products are you most interested in distributing?

SCD Probiotics Mother Culture

- ProBio Balance Original
- ProBio Balance Plus
- ProBio Food

Human Health

- SCD Essential Probiotics
- SCD Herbal Probiotics
- Xtra Immunity

Home and Garden

- All Seasons Indoor Composter
- All Seasons Bokashi

Secondary Products
(Ready to Use)

- SCD Bio Ag
- SCD Bio Klean
- SCD Bio Livestock
- SCD Odor Away

Other

- _____
- _____

E. Quantities:

1. SCD Probiotics has sliding scale pricing. Based on quantities ordered, you will qualify for certain discounts. What are the anticipated volumes you will be purchasing? Explain how you anticipate ramping up your business in our products.
