

RULES OF CO-OPERATION WITH COMMERCIAL COMPANIES

ASPEL S.A. invite commercial companies dealing with the sale of medical equipment to co-operation. As a recognized manufacturer of medical products we offer the possibility of purchasing on easy terms professional medical equipment for further re-sale. Therefore, we have pleasure in offering co-operation within three programmes:

- △ PARTNER EXP program,
- △ DISTRIBUTOR EXP program,
- △ RETAILER EXP program.

PARTNER EXP program

PARTNER EXP program is dedicated to companies which intend to implement common with ASPEL sales strategies on mutually convenient terms. PARTNER is as enterprise being an exclusive and official sales intermediary co-operating with ASPEL in a particular country. As a support for PARTNER we offer sales and service trainings, technical and marketing assistance as well as price discounts.

Accession to PARTNER EXP program

1. To obtain ASPEL-PARTNER EXP status, an interested company should co-operate with ASPEL as an active DISTRIBUTOR within DISTRIBUTOR EXP program for a minimum period of 12 months. The company provide an application in accordance with ASPEL-PARTNER EXP application form sent to an e-mail address: export@aspel.eu .
Moreover, an applying enterprise is asked for:
 - a. submitting written declaration of their intention of purchasing ASPEL's products with the purpose of further re-sale,
 - b. submitting written statement declaring non-offering of products competitive towards ASPEL's products,
 - c. providing current documents which acknowledge running a business by an interested entity,
 - d. presenting a copy of a certificate confirming their participation in a training on operating of ASPEL's equipment ,
 - e. presenting a copy of a certificate confirming their participation in a training on technical servicing of ASPEL's equipment,
 - f. providing information confirming their sufficient business potential for promoting ASPEL's products in a particular country.
2. Submitting of an ASPEL-PARTNER EXP application is synonymous with the acceptance of GENERAL SALES RULES (GSR) and commercial rules within PARTNER EXP program.
3. PARTNER EXP status is granted for a period of one calendar year. The verification takes place at the beginning of a year – after drawing up and striking the balance of sales turnover for a previous year.
4. PARTNER is provided with a Certificate issued for a definite time – for a calendar year. The certificate acknowledges co-operation with ASPEL. Suspension or expiration of PARTNER status obliges the company to discontinue using the Certificate.

Rules of co-operation with ASPEL – PARTNER EXP

- ⤴ The fundamental conditions of co-operating between PARTNER and ASPEL are compliance with business ethics as well as mutual solicitude for creating good images of both PARTNER and ASPEL.
- ⤴ ASPEL enable placing orders with prices applicable for PARTNER, directly on the website: www.aspel.eu, through granting a login and a password to individual for each PARTNER part of this website.
- ⤴ Terms of an order realization account for till 10 working days. In case, prolongation of realization time is necessary ASPEL shall immediately inform PARTNER on a forecasted realization time.
- ⤴ PARTNER as an ASPEL representative shall do their utmost to ensure a professional and business like customer attendance. PARTNER shall provide CUSTOMER with any information concerning offered product characteristics, and while placing an offer shall, first of all, draw CUSTOMER's attention to technical and functional advantages of a product.
- ⤴ ASPEL deliver a new product as an exchange of a defective one to PARTNER's premises on ASPEL's cost. (point V. 3-5 GSR).
- ⤴ ASPEL shall analyse and assess the co-operation with PARTNER. In case of non-positive assessment of PARTNER's activity ASPEL have the right to convert status of PARTNER to DISTRIBUTOR one.
- ⤴ PARTNER is the sole commercial representative of ASPEL in a particular country, and therefore all inquiries:
 - from other companies which intend to act within the attended by PARTNER territory,
 - from final customers,are resent to PARTNER with a request for attendance and return information for ASPEL about the inquiry subject.
- ⤴ PARTNER immediately inform ASPEL about changes in data included in the documents which confirm running business activity.
- ⤴ Each of the Party has the right to terminate the co-operation with one month in advance termination notice.
- ⤴ ASPEL reserve the right to change products' prices and rules of co-operation with PARTNER.

ASPEL-PARTNER EXP APPLICATION

1. Company name:
2. Kind of business activity:
3. VAT number:
4. Street:
5. Local number:
6. City:
7. Postcode:
8. Country:
9. Website:
10. Company fax/telephone numbers:
11. Person authorised to contact with ASPEL/their company position:
12. Telephone number:
13. E-mail address:
14. Forecasted sales:
 - a. ECG devices (quantity):
 - b. ECG and ABPM Holters (quantity):
 - c. Exercise Stress Test Systems (quantity):
15. Brief characterisation and description of the company and any other significant information:
16. Name and surname of a person submitting the application.

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DISTRIBUTOR EXP program

DISTRIBUTOR EXP program is dedicated to companies which intend to intermediate in the sale of ASPEL's products. As a support for DISTRIBUTOR we offer sales and service trainings, technical and marketing assistance as well as price discounts.

Accession to DISTRIBUTOR EXP program

1. To obtain ASPEL-DISTRIBUTOR EXP status, an interested company provide an application in accordance with ASPEL-DISTRIBUTOR EXP application form sent to an e-mail address: export@aspel.eu . Moreover, an applying enterprise is asked for:
 - a. submitting written declaration of their intention of purchasing ASPEL's products with the purpose of further re-sale,
 - b. providing current documents which acknowledge running a business by an interested entity.
2. Submitting of an ASPEL-DISTRIBUTOR EXP application is synonymous with the acceptance of GENERAL SALES RULES (GSR) and "Rules of co-operation ASPEL-DISTRIBUTOR EXP".
3. DISTRIBUTOR is provided with a Certificate issued for a definite time – for a calendar year. The certificate acknowledges co-operation with ASPEL. Suspension or expiration of DISTRIBUTOR status obliges the company to discontinue using the Certificate.

Rules of co-operation with ASPEL – DISTRIBUTOR EXP

- ⤴ The fundamental conditions of co-operating between DISTRIBUTOR and ASPEL are compliance with business ethics as well as mutual solicitude for creating good images of both DISTRIBUTOR and ASPEL.
- ⤴ DISTRIBUTOR is not allowed to act on the territory covered by PARTNER.
- ⤴ ASPEL enable placing orders with prices applicable for DISTRIBUTOR, directly on the website: www.aspel.eu, through granting a login and a password to individual for each DISTRIBUTOR part of this website.
- ⤴ Terms of an order realization account for till 15 working days. In case, prolongation of realization time is necessary ASPEL shall immediately inform DISTRIBUTOR on a forecasted realization time.
- ⤴ DISTRIBUTOR shall do their utmost to ensure a professional and business like customer attendance. DISTRIBUTOR shall provide CUSTOMER with any information concerning offered product characteristics, and while placing an offer shall, first of all, draw CUSTOMER's attention to technical and functional advantages of a product.
- ⤴ ASPEL shall analyse and asses the co-operation with DISTRIBUTOR. In case of non-positive assessment of DISTRIBUTOR's activity ASPEL have the right to exclude DISTRIBUTOR from the program.
- ⤴ DISTRIBUTOR immediately inform ASPEL about changes in data included in the documents which confirm running business activity.
- ⤴ Each of the Party has the right to terminate the co-operation with one month in advance termination notice.
- ⤴ ASPEL reserve the right to change the product prices and rules of co-operation with DISTRIBUTOR.

ASPEL-DISTRIBUTOR EXP APPLICATION

1. Company name:
2. Kind of business activity:

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3. VAT number:
4. Street:
5. Local number:
6. City:
7. Postcode:
8. Country:
9. Website:
10. Company fax/telephone numbers:
11. Person authorised to contact with ASPEL/their company position:
12. Telephone number:
13. E-mail address:
14. Forecasted sales:
 - a. ECG devices (quantity):
 - b. ECG and ABPM Holters (quantity):
 - c. Exercise Stress Test Systems (quantity):
15. Brief characterisation and description of the company and any other significant information:
16. Name and surname of a person submitting the application.

RETAILER EXP program

RETAILER EXP program is dedicated to companies which intend to intermediate in the sale of ASPEL's products.

Accession to RETAILER EXP program

1. RETAILER EXP status is obtained by a company which have placed an offer inquiry to ASPEL's Sales Department concerning purchase of medical equipment for further resale, and which simultaneously do not intend to be registered as PARTNER or DISTRIBUTOR, yet want to intermediate in the sale of ASPEL's products.
2. RETAILER conduct purchases in ASPEL on the basis of individual offer inquiries.
3. Submitting an inquiry is synonymous with the acceptance of GENERAL SALES RULES (GSR) and "Rules of co-operation ASPEL-RETAILER EXP".

Rules of co-operation with ASPEL – RETAILER EXP

- ⚡ The fundamental conditions of co-operating between RETAILER and ASPEL are compliance with business ethics as well as mutual solicitude for creating good images of both RETAILER and ASPEL.
- ⚡ RETAILER is not allowed to act on the territory covered by PARTNER.
- ⚡ Terms of an order realization account for till 25 working days. In case, prolongation of realization time is necessary ASPEL shall immediately inform RETAILER on a forecasted realization time.
- ⚡ RETAILER shall do their utmost to ensure a professional and business like customer attendance. RETAILER shall provide CUSTOMER with any information concerning offered product characteristics, and while placing an offer shall, first of all, draw CUSTOMER's attention to technical and functional advantages of a product, and only as a last resource apply safe discount policy.
- ⚡ ASPEL reserve the right to change the product prices and rules of co-operation with RETAILER.