

**MANTECH****MANTECH ELECTRONICS**

A MOBICON COMPANY

Leading Suppliers of Electronics, Electrical & Technical Parts,
Components, Tools, Instruments & Consumables

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DISTRIBUTOR EVALUATION AND T&C's

1	Distributor should have localised market knowledge and established relationships	
2	Distributor should have industry & product knowledge and experience	
3	Distributor should be operating a stable, legal, professional and reputable business	
4	Distributor should conduct marketing and promotional activities	
5	Distributor should have a warehouse and logistics for adequate storage and handling	

6	Distributor should have a suitable ERP / Accounting system and website	
7	Distributor should have a suitable social media presence	
8	Distributor must have signed distributor agreement with MANTECH	
9	MANTECH and Distributor can use each other's brands and logos as need be or specified	
10	Distributor must limit sales activities to agreed territory	

11	Distributor must limit sales activities to agreed product range	
12	Distributor will receive distributor discount / pricing column, regardless of QTY	
13	Distributor will maintain stocks to meet at least one month of sales as per agreed targets	
14	Distributor pays for goods, transport and insurance on agreed terms	
15	MANTECH and Distributor must show relationship on websites and other relevant places	

16	No product returns will be accepted, unless in original state and packaging	
17	MANTECH is not liable for indirect or consequential damages. Liability is limited to the value of the affected products or services	
18	Either party may terminate the relationship within 30 days	
19	Termination is immediate if breach, insolvency, or illegal activities takes place	
20	Distributor must handle, store, and transport products in a manner that preserves quality and complies with all regulatory requirements	

SUMMARY

*A **Distributor** is not just a re-seller; they are an extension of the **MANTECH** in the market.*

The stronger their capabilities in sales, logistics, technical support, and relationship management, the more successful the supplier–distributor partnership.

FOR MANTECH	FOR DISTRIBUTOR	DATE