

RESERVE ID : CIAL : SECTEUR : SURFACE : DATE:

PRE-QUALIFICATION FORM

COMPANY NAME

JOB TITLE

ADRESS

.....

POSTAL CODE CITY COUNTRY:

TELEPHONE

E-MAIL

WEBSITE

HOW TO SIGN UP:

Please submit this fully-completed application form along with the following elements

- √ Presentation of your company and/or of the designer/creator (concept, strategy in 15 lines max)
- √ Description of products and/or materials you plan to exhibit at the show
- √ List of trade/wholesale prices
- √ Description of current sales and retail development strategy
- √ Plan for booth (sketch, perspective view, visuals or photos of booth from another show)
- √ List of your references (projects/creations completed): types and location

Selection Committee:

Your application to exhibit is submitted to a Selection Committee, which will decide on your participation according to guidelines and space available.

Your contact:

Sir Stéphane Duron
stephane.duron@safisalons.fr

Contact information

SAFI – Pre Qualification Form

Indicate the name of your contact person

08 rue Chaptal o CS 50028
75442 Paris cedex 09
France
Tel. +33 (0)1 44 29 02 00

1. YOUR COMPANY

1.1 YOUR AREA OF BUSINESS

INTERIOR DESIGN

- Innovative Lighting/Home Automation
- Bathroom fittings/ Wellness
- Heating/Air Conditioning/Ventilation (HVAC)
- Furniture

BUILDING EQUIPMENT

- Partitioning/Ceiling Work
- Carpentry/Woodwork
- Decorative panels
- Paint
- Handles, ...
- Floor/wall coverings

Comments:

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OUTDOOR - DECOR/LANDSCAPING

- Botanical Accessories
- Lighting
- Furniture
- Sunshades
- Wall/Ground Coverings, Siding
- Wellness
- Other

1.2 WHICH CATEGORY/CATEGORIES BEST REFLECT YOUR COLLECTIONS?

- High-End
- Limited edition(s)
- Mass Market
- One-of-a-kind
- Mid-Range

1.3 YOUR SALES FIGURES

Percentage of your sales that originate from your domestic market%

Percentage of your sales that originate from export markets:% and from outside the EU%

Main export markets (place by order of magnitude)

- 1/ Portion of overall sales in %.....
- 2/ Portion of overall sales in %.....
- 3/ Portion of overall sales in %.....

1.4 NUMBER OF EMPLOYEES:

1.5 IS YOUR COMPANY A SUBSIDIARY OF A GROUP?

Yes No

Name of the parent company:

Country of origin of the parent company:

1.6 DO YOU HAVE INTERNATIONAL SUBSIDIARIES?

Yes No

If so, in which country/countries?.....

1.7 SUSTAINABLE DEVELOPMENT:

Are your products certified or do they carry an “ecological” or “green” label? Yes No

If so, which one?

1.8 DIGITAL:

Do you offer e-commerce/distance sales? Yes No

Do you want to get into this line of business? Yes No

2. YOUR BUSINESS

ANSWERING THESE QUESTIONS HELPS US TO PLACE YOU MOST APPROPRIATELY WITHIN THE SHOW

2.1 YOUR PROJECTS:

▪ **SALES FIGURES BY THE TYPE OF PROJECT**

Offices.....%

Residential.....%

Hotels/Restaurants.....%

Yachts.....%

Other Hospitality.....%

Other:%

▪ **YOUR CLIENTELE**

Architecture / Interior Design

Architects

Urban Designers

Interior Designers / Decorators

Lighting specialists

Landscape Designers

Hotels / Restaurants

Boutique Hotels

Restaurants

Business & Leisure Hotels

Resorts

3. YOUR PARTICIPATION IN MAISON&OBJET – REQUIRED

3.1 THIS EXHIBIT PROJECT IS PART OF A STRATEGY TO:

- Launch your business
- Introduce a new product range:.....
- Increase your sales within the French market
- Increase your export/international sales
- Main target export markets:
- Boost your brand image in the media and with professionals
- Launch or increase your sales within new retail channels
- Meeting new specifiers
- Please provide examples.....

3.2 VISITORS YOU WOULD LIKE TO TARGET:

Please describe the product assortment you plan to exhibit (include a presentation, photos, and/or prices of these products with your application form)

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3.3 HOW LONG IS THIS PARTICIPATION PLAN INTENDED TO LAST?

- 6 months (Exhibiting at 1 session of MAISON&OBJET)
- 1 year (Exhibiting at 2 sessions of MAISON&OBJET)
- 2 years
- Other: