

Important Instructions :

- Complete the Application Form in **black ink Pen**
- The owner / proprietor / majority shareholder / director of the business enterprise should **initial all the pages** of the Sahara Computers Dealer Application Form (including the terms and conditions pages)
- The owner / proprietor / majority shareholder / director of the business enterprise should **sign the Sahara Computers Dealer Application Form**
- On the fourth page of the Sahara Computers Dealer Application Form, below sentence commencing: 'I, the undersigned, on behalf of the legal entity', please enter the **registered name** of the business enterprise and NOT the trading name of the business enterprise or a signature.
- When completing the section pertaining to legal entity signature, please ensure you use the registered name of company **only**

Application Process :

- Fill in all questions on the application form
- Attach all required supporting documents
- Hand in the **original Sahara Computers** application form and support documents to your Sahara Computers branch or post it via mail to Sahara Computers JHB Branch (see the last page for details)

Please note :

- Only the original application form will be used for registration but copies of support documents are accepted
- Sahara Computers reserves the right to approve or decline any Dealer application
- New dealers are registered on a payment-upfront basis for all orders. Credit facilities and payment terms are available, subject to qualification, risk-profile assessment and historical monthly turn-over data and a R1,000 non refundable deposit to cover administration costs.

Successful applicants will be registered within 7 days provided (only applies to new applications) :

- The original Sahara Computers application form is received in good order
- All support documents are in order
- Dealer status is verified
- The application is formally approved
- Information on the enterprise is readily available and supplied

The following information will assist in supplying the correct required documentation :

1. Proprietary Limited Enterprise (Pty) Ltd.

New business enterprise (no trade history):

- Business profile or motivation letter
- Cancelled business cheque
- Copy majority shareholder's / director's ID
- Copy of Certificate of Incorporation (CM1), or Certificate of Name Change

Established business enterprise (with trade references):

- Business profile or motivation letter
- Cancelled business cheque
- Copy majority shareholder's / director's ID
- Copy of Certificate of Incorporation (CM1), or Certificate of Name Change

2. Sole Proprietor

New business enterprise (no trade history):

- Business profile or motivation letter
- Copy of proprietor's ID
- Cancelled business cheque (if available)

Established business enterprise (with trade references):

- Copy of proprietor's ID
- Cancelled business cheque
- Copy of an invoice from an existing IT trade reference
- Business letterhead

3. Closed Corporation (CC)

New business enterprise (no trade history):

- Business profile or motivation letter
- Cancelled business cheque
- Copy of member(s) IDs
- Copy of CK 1 / 2 documents

Established business (with trade references):

- Business profile or motivation letter
- Cancelled business cheque
- Copy of member(s) IDs
- Copy of CK 1 / 2 documents

4. Partnership

New business enterprise (no trade history):

- Business profile or motivation letter
- Cancelled business cheque
- Copy of partners IDs
- Copy of partner agreement (if available)

Established business (with trade references):

- Business profile or motivation letter
- Cancelled business cheque
- Copy of partners IDs
- Copy of partner agreement (if available)

5. Public Limited Enterprises (Ltd) and Multi-National Corporations (MNC)

Please contact the Sahara Computers Dealer consultant in your area to discuss the application procedure and support documents required for public enterprises and MNC's.



Sahara Computers Dealer Types :

Sub Distributor / Distributor

Sub-distribution of ICT products to dealers of product, supplied by Sahara Computers or distribution of its own products and / or from other vendors

Retailer

Retailing ICT products from a physical shop-front or virtual store

Typical customer focus: private buyers / individuals / home-users

Value-added Dealer (VAR)

Reselling ICT products compliments other activities of the business relevant to the ICT sector

Typical customer focus: SOHO / SMME

Traditional Dealers

Core business of reselling ICT products or a specific brand / type of product

Typical customer focus: general / undefined / across all customer types

Corporate value-added Dealer

Reselling ICT products compliments other activities of the business relevant to the ICT sector

Typical customer focus: large enterprises / corporate consumers / Government structure: national or international physical representation

Sahara Computers Dealer Partner Requirements

- Product marketing strategy
- Business growth strategy
- Pre-sales and post-sales support for the end-user / consumer
- An active customer database with regular requirements for the product
- Product / brand identification and product-to-customer fit
- Relevant trade references in the information technology sector

Acceptable modes of payment for orders, after registration

- BGC (bank-guaranteed cheque)
- EFT (electronic funds transfer)
- Direct deposit (clearer funds)
- Business debit card