

A CONTACT AND COMPANY INFORMATIONS

Contact Name	Title
Business Email	Phone Number
Legal Business Name	Operating/Store Name, if different
Website	Social Media
Head Office Address	
City	Province/State
Postal/ZIP Code	Country

1. Which segment best represents your business? Select one primary segment.

- ☐ Outdoor furniture specialist
 ☐ Pool, spa & outdoor living
 ☐ Premium indoor furniture
 ☐ Multi brand distributor
 ☐ Outdoor kitchen & hearth
 ☐ Pergola & structure retailer

2. How long has the business been operating?

- ☐ Under 2 years
 ☐ 2–5 years
 ☐ 6–10 years
 ☐ More than 10 years

3. How many points of sale do you operate?

- ☐ 1
 ☐ 2–3
 ☐ 4–10
 ☐ More than 10
 ☐ Online only

Locations (city, province/state) _____



B RETAIL FORMAT, CUSTOMER AND SALES CHANNELS

4. What type of locations do you operate?

- ☐ Street Retail
 ☐ Shopping Centre
 ☐ Destination Showroom
 ☐ Warehouse Showroom
 ☐ Other: _____

5. How do customers currently purchase from you?

- ☐ In store
 ☐ Own website
 ☐ Phone/email
 ☐ Consultation/project sales
 ☐ Third party marketplaces

6. What geographic market do you currently serve, including online sales and deliveries?

7. Does your business currently operate, sell, deliver or distribute within Quebec or the Greater Ottawa area?

- ☐ Yes
 ☐ No

If yes, briefly describe: _____

8. Briefly describe your primary customer and typical price positioning



C CURRENT OUTDOOR LIVING BUSINESS

9. Do you currently sell outdoor furniture?

- ☐ Yes, primary category ☐ Yes, secondary category ☐ Planning to introduce it ☐ No

10. Which outdoor living categories do you currently sell?

- ☐ Deep seating/lounge ☐ Dining ☐ Umbrellas ☐ Pergolas/structures
☐ Outdoor kitchens ☐ Accessories

11. Which outdoor furniture or outdoor living brands do you currently carry? If applicable.

12. If you currently sell outdoor furniture, indicate your approximate annual demand. An estimate or range is sufficient.

- ☐ Under 25 sets ☐ 25–50 ☐ 51–100 ☐ 101–250 ☐ More than 250 ☐ Prefer to discuss

13. What retail price range represents most of your current outdoor furniture sales?

- ☐ Under \$2,500 ☐ \$2,500–\$4,999 ☐ \$5,000–\$7,499 ☐ \$7,500–\$10,000 ☐ \$10,000+

YOUR PROPOSED ARTOVI PRESENCE

We are looking for partners prepared to represent ARTOVI meaningfully in their market.

D SHOWROOM AND FLOOR COMMITMENT

14. At which location(s) and in which market(s) would ARTOVI be displayed and sold.

15. What geographic territory would you propose serving with ARTOVI?

Cities, regions, provinces or states

16. Approximately how much floor space would you consider for ARTOVI?

- ☐ One featured setting ☐ 250–499 sq. ft. ☐ 500–999 sq. ft. ☐ 1,000+ sq. ft.
☐ Dedicated branded area ☐ To discuss

17. How many ARTOVI floor settings would you initially consider?

- ☐ 1 ☐ 2–3 ☐ 4–6 ☐ 7–10 ☐ More than 10

18. Indicate the approximate mix of floor settings you would consider?

Deep seating/lounge: _____ settings Dining: _____ settings
Other: _____

E OPENING INVENTORY AND ANTICIPATED VOLUME

Please provide a preliminary estimate only. Final collection selection and quantities would be discussed with ARTOVI.

19. Beyond the floor models, how many backup units of each displayed collection would you consider stocking for customer sales?

- ☐ None ☐ 1 per collection ☐ 2–3 per collection ☐ 4–5 per collection
☐ 6+ per collection ☐ To discuss

20. What total opening commitment would you realistically consider, including floor models and saleable inventory?

- ☐ 1–3 sets ☐ 4–6 sets ☐ 7–12 sets ☐ 13–24 sets ☐ 25+ sets ☐ To be determined

21. What first-season ARTOVI sales volume do you believe your market could support?

- ☐ Under 10 sets ☐ 10–24 ☐ 25–49 ☐ 50–99 ☐ 100+ ☐ Unable to estimate yet

22. Which ARTOVI categories are you most interested in?

- ☐ Deep seating/lounge ☐ Dining ☐ Pergolas ☐ Umbrellas ☐ Accessories ☐ Broad portfolio

23. Are there any specific ARTOVI collections or products you are particularly interested in?

24. When would you be prepared to introduce ARTOVI?

- ☐ Upcoming season ☐ Within 6–12 months ☐ Still exploring

F OPERATIONAL CAPACITY AND SEGMENT-SPECIFIC INFORMATION

25. Which services can you provide?

- ☐ Local delivery ☐ Assembly ☐ Installation ☐ After sales support ☐ Warranty support ☐ None

26. What inventory capacity do you have?

- ☐ Own warehouse ☐ Logistics partner ☐ Limited storage ☐ No storage

27. *For premium indoor furniture retailers: Complete only if outdoor furniture is new or secondary to your business.*

What outdoor living demand are you currently receiving, and why do you believe ARTOVI would fit your clientele?

28. *For distributors: Complete only if seeking a wholesale or regional stocking role.*

Describe your dealer network, territory, sales team, warehousing and delivery capabilities.

29. What would you most like to discuss with ARTOVI?

- ☐ Margins ☐ Opening order ☐ Inventory ☐ Freight ☐ Payment terms ☐ Territory
☐ Ecommerce ☐ Marketing support

G ACKNOWLEDGMENT AND SUBMISSION

☐ I confirm that the information provided is accurate and authorize ARTOVI to contact me regarding this partnership inquiry. I understand that submission does not constitute approval as an authorized ARTOVI retailer or distributor.

☐ I understand that this Partner Program is available only for approved opportunities outside ARTOVI's protected territories of Quebec and the Greater Ottawa area.

Name

Date

Signature

Please return the completed application to: info@artovi.ca