



Your Gateway to the Nordic Market

Mission:

Establish and/or expand customer base in the Nordic region and act as exclusive marketing representatives for our clients and be your gateway to the Nordic market without local staff and office.

Services:

Sales work is offered to our clients out of our office in Stockholm with an experienced sales team. The sales model can either be single- or multi-tier channel structure that can be established or expanded using our present network of contacts at local distributors, system integrators or resellers.

Channel management is offered to our clients to maximise sales from channel partners that our clients sign agreements directly with through our assistance. This service is what differentiates NetIntegrate AB from traditional resellers and distributors. We have the experience that many resellers on the Nordic market gives vendors the impression that they are distributors and sign distribution contracts with the vendors but still act as a reseller even to other resellers.

End user contact is offered to our clients as an important tool to expand sales. We hereby assure that resellers do not offer competitors products when given leads.

Market awareness is offered through advertisements, direct mailers using our end user customer database and by press contacts and trade show participation. The costs for these are paid by our clients, as agreed upon with our clients.

Technical services are offered through local companies that NetIntegrate AB subcontracts to perform post-sales technical support services, consultancy and training.

Benefits:

- Local presence without the need of local legal entity.
- Local presence without local employees.
- Local presence with experienced sales team.
- Channel structure combined with direct contact with end users makes sales targets faster.

