

WE CREATE NEW OPPORTUNITIES

hte

HIGH TECH ELEMENTS®
SOURCING AND MARKET RESEARCH



”

Without data, you're just another
person with an opinion.

”

W. Edwards Deming

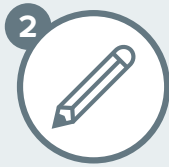
CREATE NEW OPPORTUNITIES



GAIN MORE POTENTIAL



Customer database *
(country, industry, size)



Personalized letter



PDF teaser



Contact + Follow up



Response management



Call / Virtual



Search for needs



RFQ management



Offer preparation *



Follow up / Feedback



Negotiation / Order *



Analysis

* client involvement

CHOOSE YOUR GROWTH PLAN

	ESSENTIAL	ADVANCED	PROFESSIONAL	ENTERPRISE
	CREATE OPPORTUNITIES TO FOLLOW UP WITH EASE	TRACK AND AUTOMATE YOUR SALES FOR LESS LEGWORK AND MORE CUSTOMERS	EVERYTHING YOU NEED TO COLLABORATE, COMMUNICATE AND GROW REVENUE	GET CUSTOM ONBOARDING AND SUPPORT WITH YOUR CRM
Customer database	✓	✓	✓	✓
Personalized letter	✓	✓	✓	✓
PDF teaser	✓	✓	✓	✓
Direct marketing	✓	✓	✓	✓
Getting in touch	✓	✓	✓	✓
Response management	✓	✓	✓	✓
Search for responsible person		✓	✓	✓
Individual approach		✓	✓	✓
Search for needs		✓	✓	✓
Follow up		✓	✓	✓
Analysis		✓	✓	✓
Marketing				✓
Sales training				✓
Export strategy				✓
Preparing for fairs				✓
Strategic sales planning				✓
Reach	Up to 500 companies	Up to 1000 companies	Up to 3000 companies	Unlimited
Individual reach		Up to 100 companies	Up to 300 companies	Unlimited

RESULTS AND EFFICIENCY

CAMPAIN RESULTS

- Response and analysis of the market of potential buyers
- Contact details of responsible persons (directors, head of procurement/production/development...)
- Opinion on the possibility of collaboration
- Database of new potential customers with their needs

% EFFICIENCY *

37% **14%**

positive response **inquiry**

6,2%

order

* based on 100 contacted companies

EXTRAS



Sales training



Supplier sourcing



Optimization of the
(pre)sales process



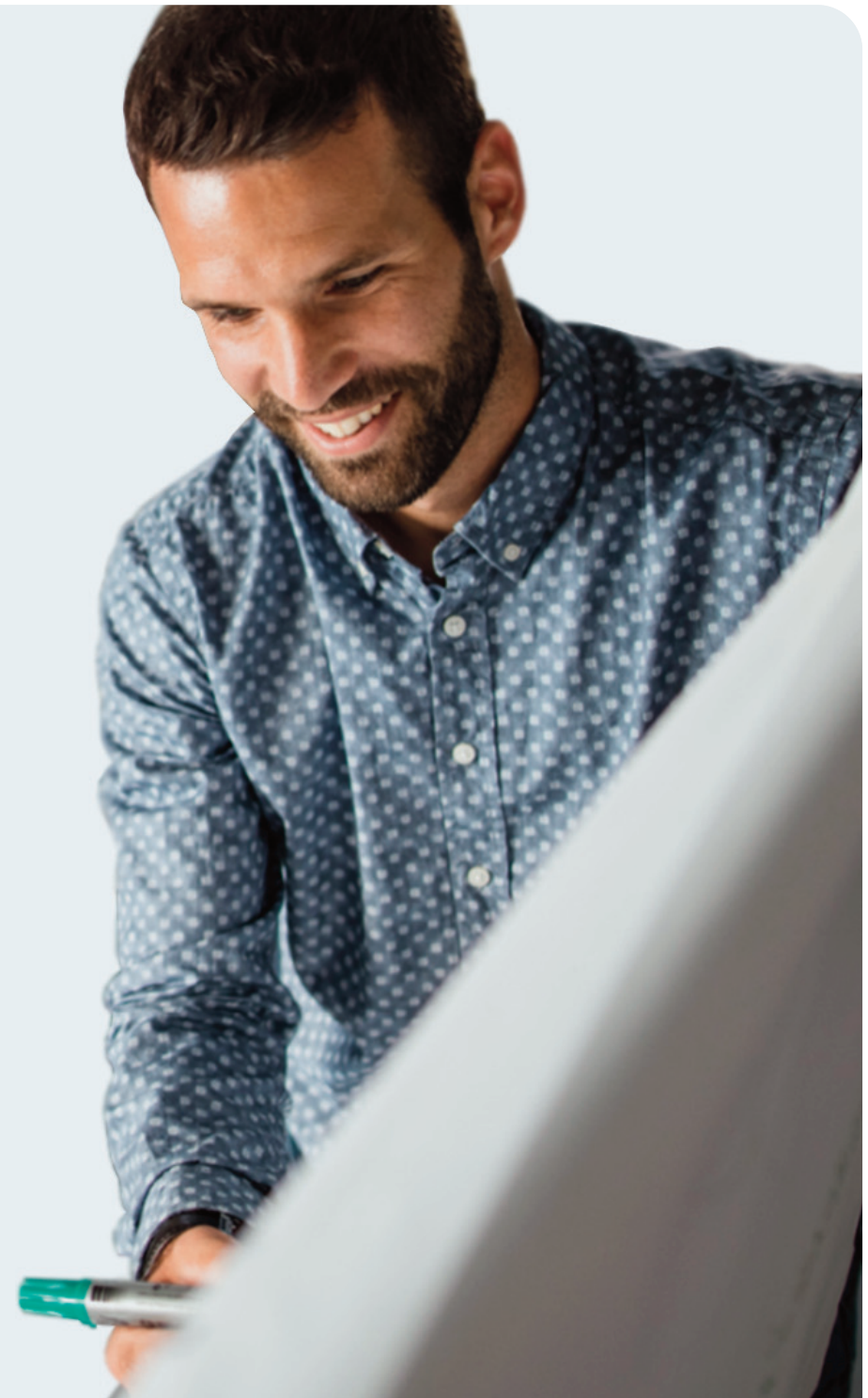
Investment sourcing



Internationalization
strategy



Economic model
of foreign markets



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Thank you
for your time!

