

MARKET INFORMATION

1. Preliminary market and product viability analysis.
2. Price and Competition Analysis/Study – One Time or On-Going
3. Market Size Determination (With and Without Model Creation)–
4. Surveying of clients or potential clients about buying tendencies, interest in your products, or customer satisfaction.
5. Surveying of buyers/clients about interest in or viability of your products
6. Obtain annual competition product/origin importation info by importation

SALES AND CHANNEL STRATEGY

7. Channel Market Strategy Analysis
 - a. Current Sales Strategy Analysis (gaps, evaluate)
 - b. Future Sales Strategy Development (new to market)
 - c. Catalog Sales and other non-traditional sales options
8. Guideline development for strategies (one time or on-going)
 - a. Zero or FOB border sales to Direct Imports
 - b. Direct Imports to sales through Mexican intermediaries
 - c. General Import, Shipping, and Delivery Operations Assistance
 - d. Service Center and Guarantee Development Strategies/Services
 - e. Government procurement sales (water, electricity, oil, military, etc.)

PARTNER SEARCH

9. Location of an appropriate or several appropriate reps or distributors
 - a. Types of Searches (with progressive inclusion):
 - i. Basic Search (finding candidates) ONLY with other services.
 - ii. Interview candidates and provide feedback to your sales persons.
 - iii. Interview, negotiate, write-up agreement with candidate(s).
 - iv. Monitor rep/distributor until first sale or initial sales goal is met
10. Client/Buyer Search and Business Development
 - a. Direct Sales (no rep) Sales Lead and Business Development
 - b. Assist with Mfg-Rep Sales Leads and Business Development.
11. Monitor identified or current reps/distributors: short & medium term, on-going)

TECHNICAL & LEGAL TRADE ASSISTANCE

12. Customs, Tariff, Quota, and other product related importation analysis
13. Import Permits, Registrations, and Product and Labeling Certifications
14. Lobbying and Regulatory and Legal analysis and problem solving
15. Business and contract legal review and development and litigation guidance
16. Litigation and Non-Legal Collection Services (Regular and/or Delinquent)
17. Credit and financing guarantee and payment strategies and client evaluation

SALES GROWTH AND TRANSITION ASSISTANCE

18. Incorporation Services for establishment of a Mexico sales office
19. Accounting Services with incorporation for local sales requirements (with incorporation or company with no employees).
20. Invoicing and Banking Services (with incorporation with or without employees)
21. 3PL and warehousing options
22. Before and After Sales Support Activities