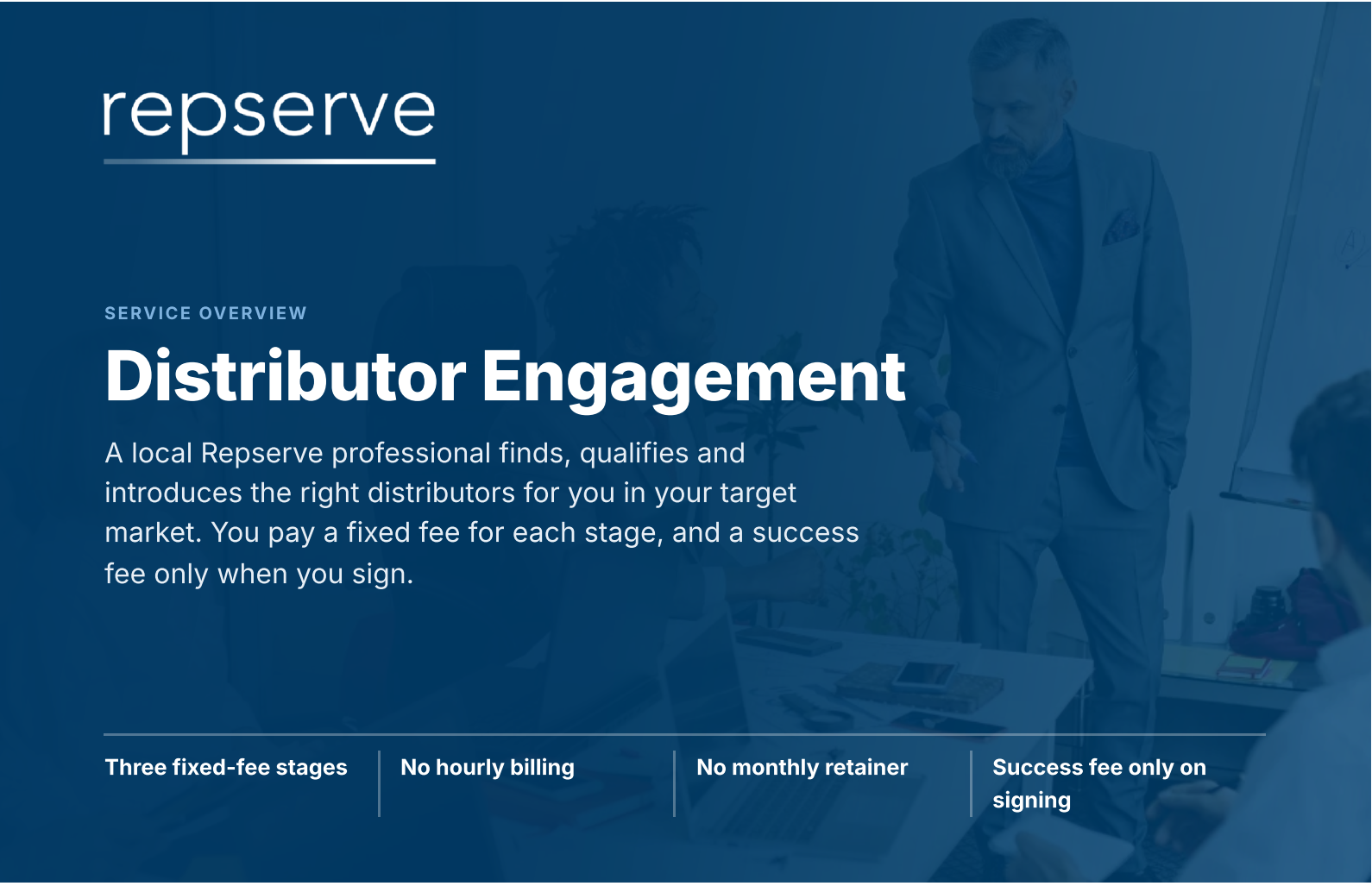
repserve

SERVICE OVERVIEW

Distributor Engagement

A local Repserve professional finds, qualifies and introduces the right distributors for you in your target market. You pay a fixed fee for each stage, and a success fee only when you sign.



Three fixed-fee stages | **No hourly billing** | **No monthly retainer** | **Success fee only on signing**

WHAT IS IT?

What is Distributor Engagement?

> Distributor Engagement is Repserve's search for the right distributors, dealers and channel partners for your products in a new market. A screened sales professional who lives and works in that market maps the distribution landscape, approaches suitable companies in the local language, checks their interest and capability, and introduces the best of them to you. The work runs in three stages at a fixed price each, so you always know the cost in advance and you see results at every step.

WHO IT'S FOR

Is this right for you?

- Manufacturers and brands that sell through distributors rather than direct
- Exporters entering a new country who need a first distribution partner
- Companies replacing an underperforming distributor
- Brands that need national or regional coverage quickly

WHAT YOU GET

A clear route to a signed distributor

- A longlist of distributors matched to your ideal profile
- Outreach by someone who knows the local channel and language
- A shortlist of interested, qualified distributors and introductions to them
- Care not to approach or expose partners you already have

THREE STAGES

From your brief to a signed distributor

Each stage has a fixed price and a clear deliverable. You approve the result of one stage before the next one starts, so you always pay for work you can see.

1
MARKET MAP & LONGLIST

Market mapping and longlist

- We agree your ideal distributor profile: coverage, sectors, size and brands they must not carry
- Your Repserve professional researches the local market and builds a longlist of suitable distributors with key details
- You list any existing partners so they are never approached
- You approve the longlist before any outreach begins

Fixed fee

2
OUTREACH & INTRODUCTIONS

Outreach, qualification and introductions

- Your Repserve professional contacts the approved distributors in the local language and presents your offer
- Each one is qualified for interest, capability and fit
- You receive a shortlist report and an outreach log showing every contact made
- We arrange online or in-person meetings with the distributors you choose

Fixed fee

3
SUCCESS

Success fee on signing

A single, flat success fee is due when you sign with a distributor introduced through the service. It is a fixed amount, not a percentage of your contract or sales, so there is nothing to track and no access needed to your figures.

Flat fee, only if you sign

OPTIONAL NEXT STEP

Keep your Repserve professional on as your local rep

Once your distributor is signed, the person who found them can stay on as your fractional business development manager. They already know your products and your new partner, so they can support the distributor, visit customers with them and grow sales from day one.



WHY THIS MODEL

Fair, fixed and transparent

You know the cost up front
A fixed price for each stage. No hourly billing, so there is never a reason to drag the search out.

You pay as you see progress
Each stage ends with a deliverable you approve: a longlist, then a qualified shortlist and introductions.

Success fee only on signing
A flat fee, not a percentage, and only when you sign with a distributor we introduced.

Local people, not a call centre
Your search is run by a professional who lives in your target market and knows its distribution channels.

Full visibility
You see every company approached and every reply, and you keep the longlist, shortlist and notes whatever the outcome.

Virtually any country
Offices in Dubai, London, Miami, Singapore and Hong Kong, and sales professionals in virtually any country.

QUESTIONS

Distributor Engagement FAQs

How much does Distributor Engagement cost?
Each stage has a fixed price, and the success fee is a flat amount. We send the current prices with our reply to your enquiry.

Why is there no refund if no distributor signs?
Fees are kept low and paid stage by stage, and you approve each stage's work before the next begins. Your share of the risk is the success fee, which you pay only if you sign.

What if I sign with a distributor directly after you introduce them?
The success fee still applies, because the distributor was found and introduced through the service.

Will you approach my existing partners?
No. You list your existing partners when you brief us, and they are left out of the search.

Can I search more than one country?
Yes. Each country is run as its own search with its own local professional.

Find your distributor

Tell us your product, your target country and the kind of distributor you are looking for. We reply within 24 hours with how we would run your search and our fixed prices.

info@repserve.net
+971 4 892 7470
+1 786 628 7563
repserve.net
Dubai · London · Miami · Singapore · Hong Kong