



MARKET STUDY

To characterize the market in order to adapt the offer



FOR WHOM?

for companies wanting to identify the right market where to standardize a sales action.



CONTENT

after a first meeting during which INVENIO takes note of your will and plans, we supply a report with the following contents :

- | | |
|---|--------------------------------|
| 1/ standards & regulations | 6/ main clients |
| 2/ customs and related costs | 7/ main competitors |
| 3/ main actors | 8/ circuit distribution |
| 4/ important events (exhibitions, conferences...) | 9/ segmentation of the market |
| 5/ size of the market / imported volumes | 10/ conclusions and priorities |



HOW

the mission starts immediately. INVENIO gathers all relevant information. After 1 to 3 weeks, a report is provided with all necessary information, enabling you to develop a sales action in the area. A face to face debrief is done in your facilities to design and prioritize the coming steps.

ADVANTAGE

all the necessary information is provided for you to define your sales approach to the market. The names and details of all identified organisms are provided for a full takeover.

AND AFTER THAT?

INVENIO supports you with a Prospection mission or for a Sales Representative mission.

DELAY

1 TO 3 WEEKS

M. Jean-Christophe Busnel

-  +33 7 87 64 97 55
-  skype : invenio_export
-  invenio@invenio-export.com
-  www.invenio-export.com

