

## Distributor Search & Matching

PRIME Consultancy offers its market expertise and network to find the right distributor in Indonesia for your products and services.

Being expats since decades, we understand the needs of headquarters back home and challenges on the ground.

### Provide Market Intelligence

- Conduct a market research tailored to your product and service portfolio.
- Balance out your options for a market presence, e.g. distributors, representative office, limited liability or joint venture.
- Identify the ideal type and profile of distributors in Indonesia and the region.

### Get to Know your Local Partner

- Profiling and qualifying potential partners on the ground.
- Briefing potential distributors on your portfolio and business intention.
- Schedule meetings or calls with qualified distributors.
- Coordinate a tender (for multiple meetings).
- Accompany your meetings or calls to assist with local market expertise and translation services (ENG, DEU, IDN).
- Organize a business trip to Indonesia (ask for our Business Delegation Support Service).

### Maintain the Efforts

- Write a full report covering the activities, outcome and recommendations from our perspective.
- Support to register your products under the Indonesian law.
- Being next door to your distributor, we can troubleshoot immediately in urgent cases.
- Facilitate a good communication with your partner.

**PRIME Consultancy is a German owned management consulting specialist based in Jakarta. The services are aligned along our four core competences Market Entries, Financial Solutions, Property and Human Resources.**

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