



NITK

Global Business Development

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Global Business Development NITK Network Is The Key

1. Introduction

During the pandemic and coming years it has become more and more difficult to find trusty partners around the world. When evaluating possible partners by digital technology it may be difficult to see what is going on behind the scenes. NITK have a broad global personal network since more than +30 years of experience as distributor in the test- & measurement field. We can provide setup, partnership contacts and investors within most application fields, especially in the field of acoustics and vibration as well as providing marketing studies, competitive analysis and price investigations:

By working with NITK you can get access to:

- Partner companies who are working with Long Term commitments
- Management people who you can trust
- Local & International investors
- Coverage of the entire Europe, US & Asia
- Start-up planning of subsidiaries
- Distributor contractual documents
- Studies of price levels
- Competitive analysis

2. Pre-study

During the initial business development phase it can often be quite valuable to do a pre-study. With a quick and efficient pre-study one will get a better understanding of the current regional market and possible partners and their view on the desired growth. Such pre-study can involve steps as:

- Explore benefits and views on having local presence by distributor.
- Get a better view on the required investments and possible returns
- Evaluation of possible partners and their focus
- Competitive analysis
- Explore local currency price levels.

We welcome you to contact us for discussions of your company goals in the line of these steps and to help you understand the possibilities and actions needed for the desired business growth.

Best Regards
NITK *Global Business Development*

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