

BDG DISTRIBUTUTOR SEARCH®

Qualifying and finding the right match in Germany



Criteria

Handout

Research

Outreach

Shortlist

Method

In order to conduct a thorough search of potential distributors, we take you through a process that is based on our experience of many projects. Of course a distributor search is individualized to your needs and the process can be made more sophisticated. The starting point however is mostly the following:



FRAME CONDITIONS FOR THE BDG DISTRIBUTOR SEARCH®



Costs

The standard costs for a distributor search start at 5,000 EUR and can vary from project to project, this also depends on the complexity and/or the number of companies to contact etc.

Reporting

We use the Excel spreadsheet with the researched candidates as a reporting tool and implement all relevant information gained through the contacting process and also use this to record distributor comments and specific requirements. Mostly the list will have recommendations and details that are of value when going into meetings and negotiations. The same list will be used for the end-result of the project, which is the shortlist.

Timeline

A distributor search should in general not be rushed. We usually recommend a timeline of approximately 3 months, but in some cases finding and meeting the right distributor(s) stretches up to 6 months and more.

Quality

BDG is known to be transparent and to walk the extra mile. Our distributor search process®, as well as our whole company is completely certified according to the strict DIN ISO 9001:2015 requirements; quality is part of our DNA.



ABOUT US



BDG is focussed on market entry in Germany. We understand the needs of business development, sales and marketing, when entering the German market. This is also reflected when assisting with the incorporation process to achieve your business objectives successfully. We are entrepreneurs ourselves and do not consult you generically!

BDG delivers quickly. We are well experienced in business development and experts for foreign companies in Germany. With a huge network of professionals in Germany, we know what we are doing.

BDG References. BDG has assisted numerous companies and entrepreneurs on the German market and continues to do so. Rely on our professionalism that is based on success-orientation and a high degree of dedication.



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WE SUPPORT



Since 2018 bdg Consulting GmbH has been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labour, the environment and anti-corruption.