



„YOUR DIRECT GATEWAY TO EUROPEAN CLIENTS — SKIP THE
MIDDLEMEN AND TRADE FAIRS ✓„



Why use our services to effectively generate new clients and sales in Europe?

- Replace the outdated, overpriced and especially ineffective way of acquiring relevant clients with our experts and know-how
- Immediate impact on your target group
- Personal approach of an internationally recognized expert to your clients
- Building long-term brand value
- Advantageous return on investment
- Faster and greater impact on the given product
- Higher competitiveness





Why Us?

OLD WAY



Time-limited, overpriced participation in exhibitions



Business is conducted through a middleman distributor, which complicates and overprices the whole process



No contact and authorized representative/expert in Europe



No process of searching and generating relevant clients

Result:



A LARGE AMOUNT OF MONEY, ENERGY AND TIME SPENT FOR MINIMAL RESULTS

YOUR NEW WAY



Replace the outdated, overpriced and especially ineffective way of acquiring relevant clients with our sales experts and know-how



Our unique database contains more than 280 million companies from 195 countries



Direct targeting/account marketing/re-marketing



We will select relevant buyers/distributors for you, whom you can contact yourself, or we will contact them for you.

Result:

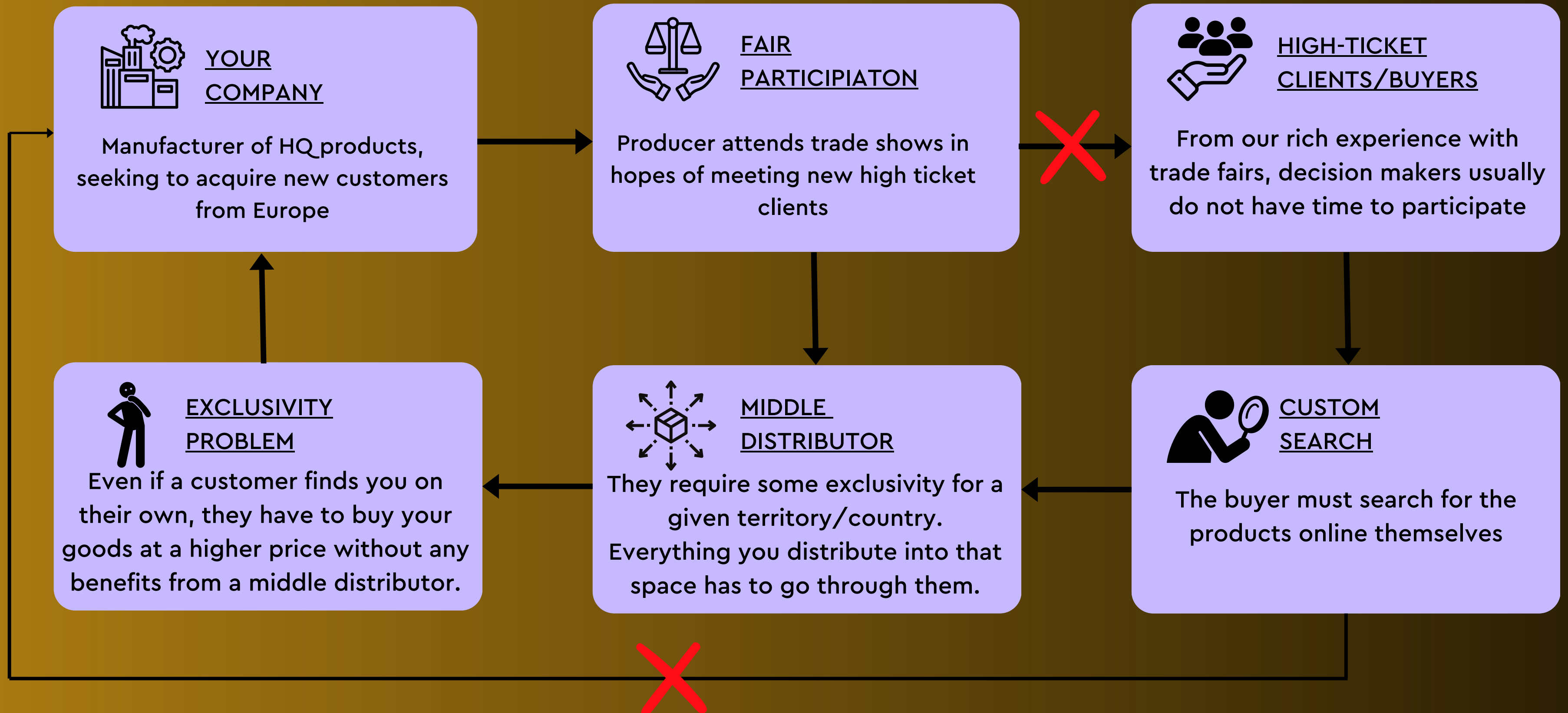


YOUR CHEAPEST AND MOST EFFECTIVE WAY FOR SUCCESSFUL EXPANSION INTO EUROPE



OLD-SCHOOL ACQUISITION MODEL

YOUR COMPANY - EXCLUSIVE DISTRIBUTOR - BUYER/DISTRIBUTOR/CUSTOMER



Their role should be to:

24/7 support for clients, active searching for new opportunities, educational material, consultations regarding the use of ingredients in finished products, lower MOQ, goods always on the stock, organization of B2B events, newsletters on regular basis, social media accounts, articles, blogs, podcasts ...

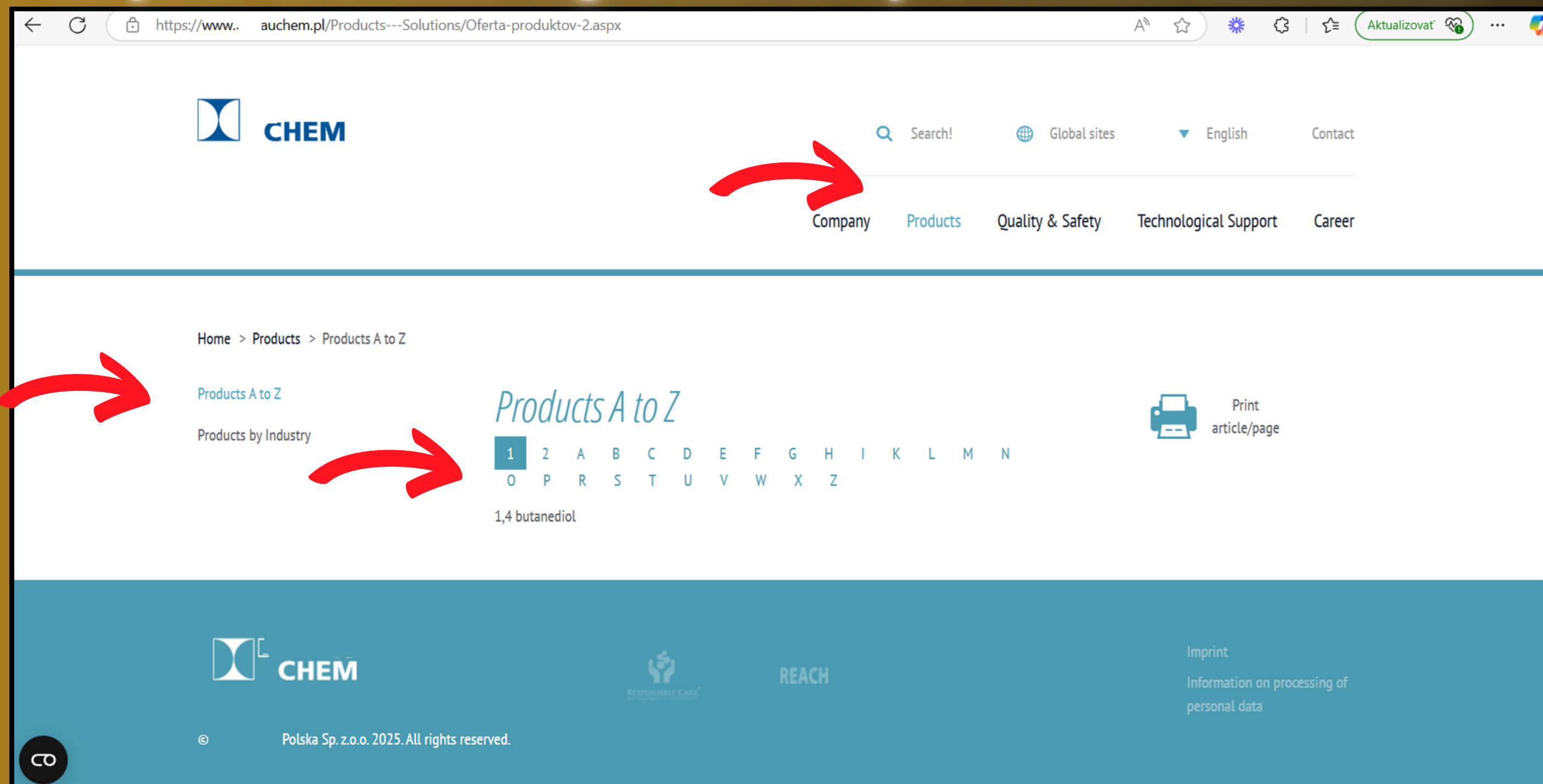
What do they actually do? Mostly absolutely nothing!

Their task should be to increase the number of customers and sales. From our experience, they usually just list your products among the others on their website and wait for someone to contact them. They will overcharge the price of the goods and will not provide any advantage. They rarely stock the goods and the MOQ is the same as yours. As a result, your products are unusable in recipes because the resulting product would not be competitive.

**AS A PRODUCER OF UNIQUE PRODUCTS, YOU ARE LOSING NEW CLIENTS
AND HUGE AMOUNTS OF MONEY EVERY DAY IN THIS OLD-SCHOOL WAY!!**



An example of poor promotion of your branded ingredients by a middle distributor



One of the largest distribution networks in Europe simply lists your unique raw material among hundreds of others and does not provide any sales support!!



Minimal effect for you



The potential client doesn't even know you exist



FINAL RESULTS

Your client must find an alternative from competitors



End consumer is not aware of your products



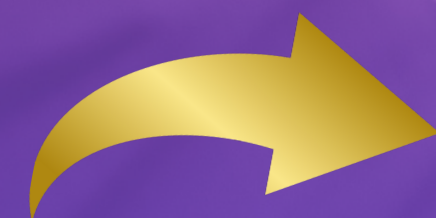
Final product is overpriced



Choose one of our business packages and get new customers anywhere in the World

- ✓ Verified, customized company database
- ✓ 280 million companies worldwide – updated 24/7
- ✓ No middle distributors with high commissions
- ✓ Direct connection to decision-makers
- ✓ Minimum closing costs
- ✓ Europe-wide coverage
- ✓ The most effective and cheapest solution

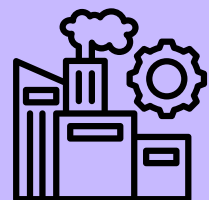
CHOOSE THE BEST SOLUTION FOR YOU





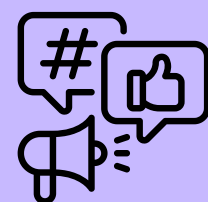
COST EFFECTIVE ACQUISITION MODEL

YOUR COMPANY - DIFFERENT EXPANSION - YOUR NEW CLIENTS



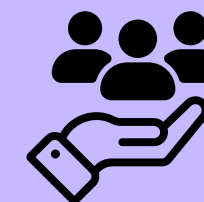
YOUR
COMPANY

Manufacturer of HQ products,
seeking to acquire new customers
from Europe



DIFFERENT
EXPANSION

Thanks to our services and tailor-
made expertise, you will reach
high-ticket clients directly



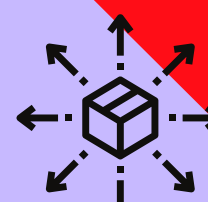
HIGH-TICKET
CLIENTS/BUYERS

The prospect will receive full
insight into your portfolio and we
will do everything to make them
your regular client.



FAIR
PARTICIPIATON

Producer attends trade shows in
hopes of meeting new high ticket
clients



MIDDLE
DISTRIBUTOR

They require some exclusivity for a
given territory/country.
Everything you distribute into that
space has to go through them.



RANDOM
SEARCH

The buyer must search for the
products online themselves



DATA-BASE PROGRAM

Let's you find potential clients and suppliers exactly according to your needs.
Attractive business opportunities are just few steps away.

Find the companies
you're really looking for

DATA-BASE vs. regular B2B databases

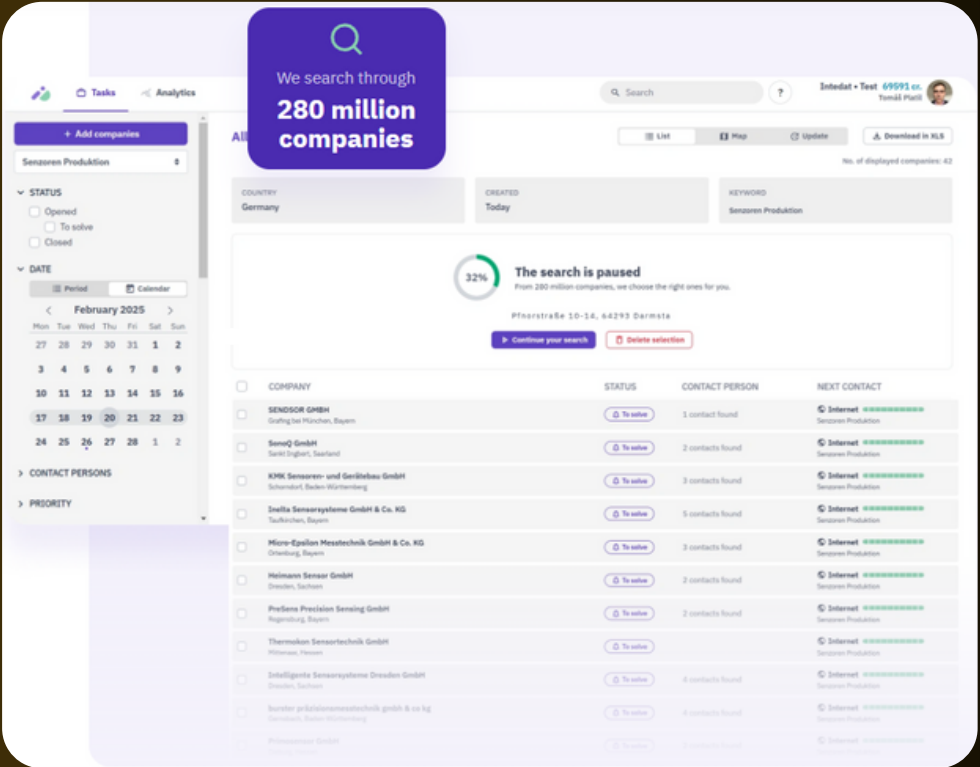
B2B Databases

ChatGPT and similar tools

DATA-BASE



Only general industries (a large number of irrelevant companies)		Limited number of found companies		<u>Search by products/services = adequate number of relevant companies</u>	
General company contacts		General company contacts		<u>General contacts + contacts for decision-making managers</u>	
No option to sort results by relevance		Relevance only within a small number of found companies		<u>Results sorted by relevance within minutes</u>	
Outdated data		Occasionally fabricated data ("hallucinations")		<u>Up-to-date data at the moment of search</u>	
GDPR Non-Compliant		GDPR Non-Compliant		<u>GDPR Compliant</u>	



POWERED BY
intedat

PRICING:
1 verified company - only 0.99€
minimum 50 companies per month



BRIDGE PROGRAM

Having a quality database is one thing, but to close a deal with a distributor you need to actively approach them with your offer. Take advantage of our experience in Western markets and leave it to us!

DATA-BASE
EMAIL OFFER
RE-CONTACTING
CLOSED DEAL ✓

HOW IT WORKS:

1 DATA-BASE SELECTION

We will identify your ideal buyer and carefully select them from our updated and verified database and, in accordance with GDPR, we will directly address the owner or decision maker with your offer.

In the attached example on the left you can see how we will increase awareness of your company and offer. A professionally created email from us under a provider with high deliverability will ensure that it really attracts attention and does not end up in spam.

2 EMAIL OFFER CAMPAIGN

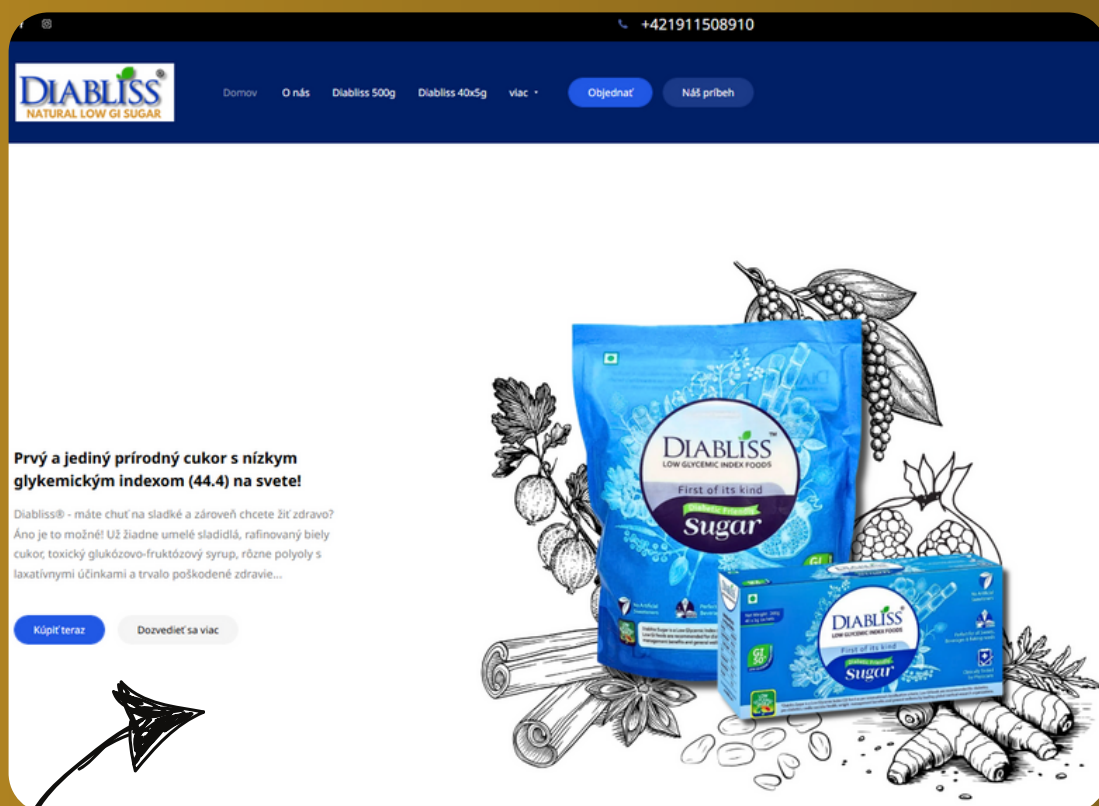
3 ReCONNECT

Stay on buyers' minds — automatically

B2B is very specific and your clients in the West need some time to start working with you even if they like the offer. In our experience, it is between 2-5 months depending on the industry. Therefore, we will remind them at reasonable intervals so that they do not forget about you and switch to competitors.

PRICING:

Email Offer	1.99€/1 company
Unique email set up	49€
ReConnect (every 60days)	1.49€/1 company
minimum 50 companies per month	

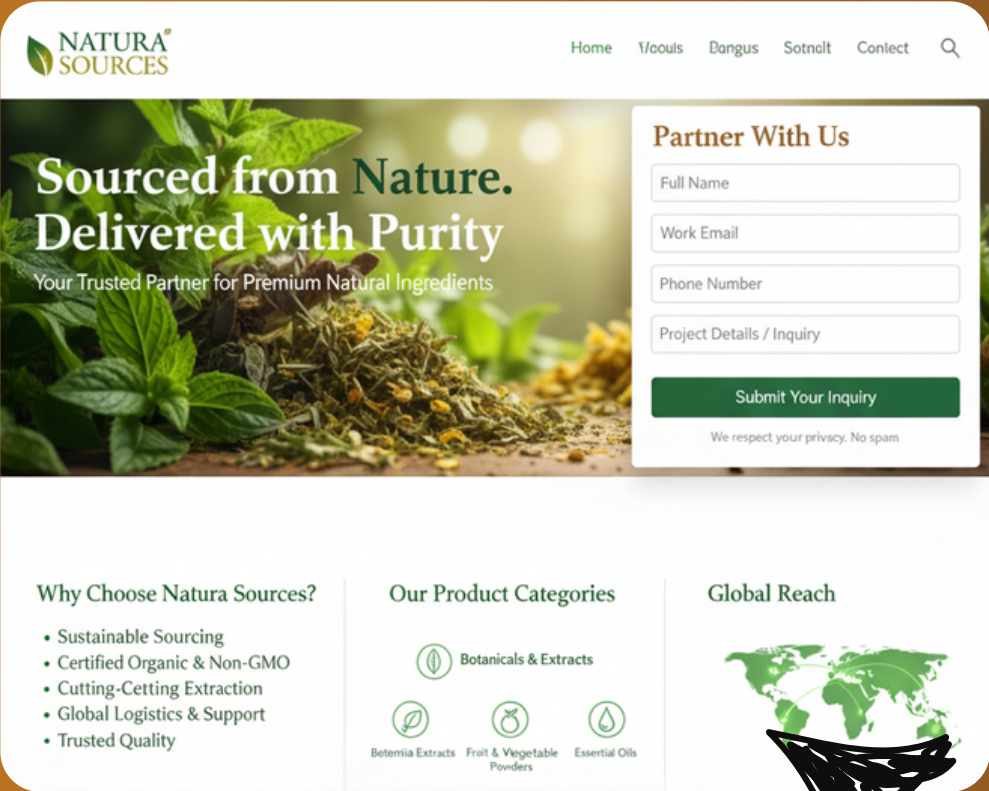


An example of a campaign for our client from India who decided to find a distributor in Central Europe for their natural cane sugar. First, we created a relevant database of clients and we regularly contacted them in the form of such a professional email with high deliverability and a complete offer with direct contact to their sales manager. After two months, they acquired their first client at minimal cost and without any worries



PREMIUM +

If you are serious about expansion and want to build strong relationships with clients in Western markets, a professional website and hyper-personalized communication are essential.



You can have such a beautiful landing page with an SSL certificate, SEO and your own domain! Clients can easily find you, learn more about you, submit a request via the contact form, or contact you directly. We can also process your inquiries and communicate with your clients and confirm to them that you are a truly serious company suitable for cooperation.



One of many hyper personalized messages for our client from India, who was looking for a distributor for their products in Slovakia. Of course, thanks to us, he already has one :)

HOW IT WORKS:



The advantage of our highest package is that in addition to a relevant database and email campaigns, we will create either an informative landing page or a comprehensive website for you. The important thing about both is that they contain contact forms, where we will collect your interested parties and forward your inquiries. Thanks to personalized emails, you have a greater chance of attracting a customer and closing a deal with them. You don't have to worry about anything, we will do everything for you.

PRICING:	
Personalised mail	4.99€/1pcs
minimum 30 companies per month	
Landing Page	299€
Full Website	499€
web management	25€/mo
*Creating a Landing Page/website is not a requirement	



No need to spend energy, time and money on trade fairs ✓

24/7 reach to your clients, not just 3 days at the exhibition ✓

No middle distributors ✓

Raising awareness among end customers ✓

Better conditions and prices for your customers ✓

Direct communication in native language ✓

Targeted account marketing for B2B segment ✓

Unique approach that will put your competition out of business ✓

Complete expertise and support within the framework of cooperation ✓

FINAL RESULTS



Let me introduce myself

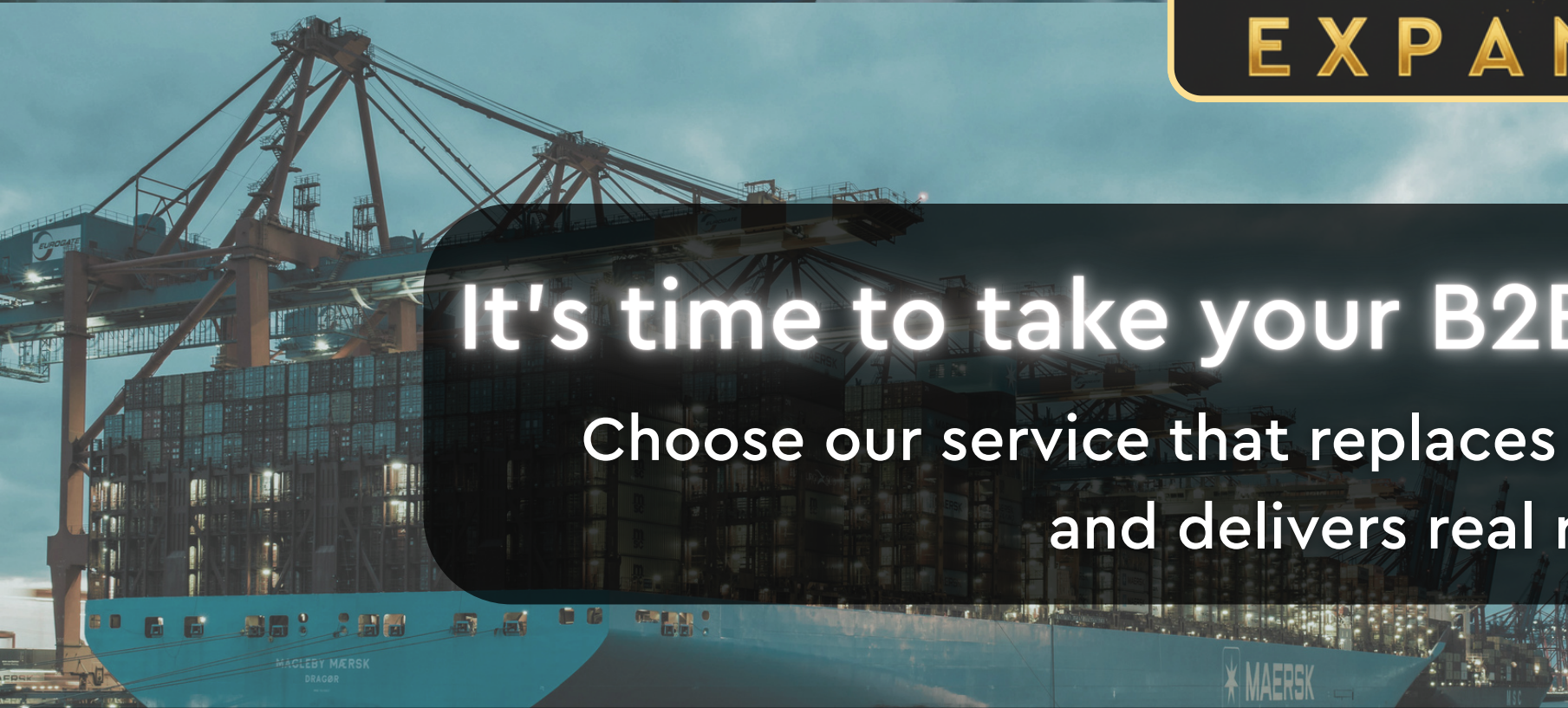
My name is Marek and I have been involved in international trade since 2012. During that time, I have been in contact with thousands of entrepreneurs and traveled to more than 80 countries. I have mostly focused on exporting food from Europe to the USA and vice versa, where I lived for more than three years, and importing products from Europe, where I also received the international SIAL INNOVATION AWARD, SHANGHAI 2019 for my work. The Internet has dramatically changed the way international trade is conducted, and thanks to digital channels and tools, I have created a unique system, DIFFERENT EXPANSION, which effectively and cheaply generates new clients and profits for Chinese manufacturers in 195 countries...





It's time to take your B2B sales into the 21st century

Choose our service that replaces trade fairs, advertising, and agencies
and delivers real results at minimal cost.



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