

HOW TO BECOME AN OFFICIAL ALLUSER DISTRIBUTOR

REQUIREMENTS

- **No Competitors' products** Official Alluser Distributors cannot commercialize or distribute our Competitors' products.
 - **Promotion** Promoting Alluser products in the agreed Country.
 - **Distribution Agreement** Signing a Distribution Agreement with Alluser.
 - **Reliability** Reliability and professional honesty.
- The Distributors' technicians must have the following characteristics:**
- Some knowledge in Mechanical discipline: placement of portal, levelling, doors kinematics.
 - Good knowledge in Electronic discipline: power supply, motor drivers, logic boards.
 - Faultfinding : ability to identify the faulty board-component and substitution. Good knowledge of English language (written and spoken).

DISTRIBUTOR TASKS

We are looking for companies capable of covering and guaranteeing:



Marketing
& promotion



Customer care



Shipment
management



Installation
of Alluser Products



Maintenance during
the operative life



Service for call
under guarantee

TRAINING COURSE

Before the shipment of the first order, we'll ask the Distributor to attend a Technical training Course on our Products.

Usually the Training is held at Alluser Premises (in Italy): Alluser offers this type of course for free.

All other costs (i.e. flight tickets, travel, taxi, hotels, lunches and so on) are on Distributor's charge.

TECHNICAL AND COMMERCIAL TRAINING COURSES



PROCEDURE FOR SETTING UP THE COMMERCIAL RELATION

Alluser Industrie works with commercial Partner by proceeding through the following steps:

INFORMATION

The Potential Distributor should send to Alluser a quick Company Presentation (i.e. company details, website, general info on products, customers and so on) and information about the potentiality of the market.

GENTLEMEN AGREEMENT

In case of interest in a possible business relationship between the companies, the Potential Distributor should sign a PDNDA (Potential Distributor Non Disclosure Agreement), so to protect any confidential information.

DISTRIBUTION AGREEMENT

To start the distributorship, the Potential Distributor should sign a standard "Distribution Agreement".

CONTACT US

Do you want to become an Official Alluser Distributor?



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