

PROFESSIONAL PARTNER SEARCH

Time Line	4 Weeks	6 - 8 Weeks		20 - 12 Weeks		4 - 6 Weeks
Project Phases	Workshop	Potential Analysis	Market Mechanisms	Potential Partner Screening	Shortlist Evaluation	Completion
Detailed information on the state of the sta	Company Profile History Core Business Core Competences Technical Know-How Competitors Best Practice Product Information Product Groups USP Complementary Products Requirements for the Partner Capital, Profit, Growth Technical Skills Required Services Industries Soft Skills Offers to Partners Education Exhibitions & Fairs Technical Consulting	TOP 10 Local Manufacturers	Legal Requirements Decision Makers Procurement Production R&D Foreign HQ Influencers Solution Providers Government, Agencies Sales Channels Distributors Solution Providers Sulution Providers Based on Research Based on Screening	Data Sources Desk Analysis Industrial Back-Tracking Associations Clubs Fairs & Exhibitions Store Checks Expert Networks Databanks Pre-Qualification Phone Interview Exploring Decision Makers Capital, Profit, Sales, Growth Local Presence Presence in Industries References Compilation of a Longlist Matching Table Criteria Matching Evaluation of a Shortlist	Communication Concept	Decide Top 5 with Client Discuss Report Discuss SWOT Define Visiting Plan Organize Appointments Prepare Agenda Brief Candidates Moderate Meeting Propose Decision Process Wrap-up Meeting Confirm Outcome to Candidate Prioritize Candidates Develop Process with Client Communicate to Dos Survey to Dos Prepare Completion Draft LOI, HoA or Contract Pre-Discuss Draft(s) Arrange Final Meeting Arrange Signing Ceremony
Outcome	Sanet Task Book	Market Potential 8	k General Learnings	Matching Table & Long List	Final Report	Agreement with New Partner(s)