



Proposed professional services

Exotake is a specialized professional service conglomerate with affiliates and entities belonging to the same group.

Headquartered in the USA (Florida), with a clear mission statement: supporting technology providers in the Media Entertainment Technologies universe to develop business, establish sales and manage recurring revenue flows in the region commonly known as Latin America.

We are specialists, operating exclusively in the MET segments.

We are pure play professional services companies, differentiating ourselves from generic intermediaries.

We are NOT "consultants": we will not limit ourselves to supplying recommendations to you as we are tooled and skilled to carry out all the tasks of accomplished sales directors, product managers, account managers, developers.

We will work under strict exclusivity for you whenever a retainer is included in our agreement; under such circumstances your pipeline of opportunities is exclusively yours and we pledge NEVER to introduce any of your direct competitors to the same opportunity.

Our strength is in representing the technology supplier DIRECTLY, creating the necessary channel of trust with the buying prospects in the region.

We have almost 10 years of established operations in the region, counting on an extensive network of collaborators and partners.

We can scale our services to mirror your current situation as well as your pre-disposition to use channel partners, your penchant for international sales, your required degree of involvement and control.

The following is a brief outline of a reseller type of cooperation, that is markup on a list price remunerated effort which requires limited up-front investment from your company and allows you to address new markets without minimum effort.

This form of cooperation, as all forms we describe, can be easily extended in its scope and deliverables to mirror market evolution and the capturing of new customers on your behalf



Services Offered

- Sales , tied to a reseller agreement
- Services that are deployed to produce sales: Marketing, Business development, campaigns results ,competitors intelligence at Exotake's discretion.



Scope and Responsibilities

- Scope of work is decided after aligning with our client on the target prospect segments .
- Technical support , solution training to be provided to Exotake by our client as well as demo ,demo sw account access,samples if applicable
- Re-selling our client solution in line with all local regulations.



Territory

- Latin America : Choose countries from the following List: Chile, Argentina, Brazil, Paraguay, Uruguay,Bolivia,Peru,Colombia,EcuadorMexico
- Target customer segments: please indicate explicitly
- No exclusivity of territory is requested - there can be other resellers or System Integrators serving you in the same region.



Remuneration

- Based on delta between transfer price and resale price with guidelines that are established at the beginning of the contract period.
- Exotake will assess country by country the need of preliminary work to comply with regulations and invoice a one-off set-up fee.



Duration - Termination -Service evolution

- Minimum 12 month required duration .Termination of agreement upon client communication .
- Evolution towards market advisory services,representation services, retained business development and sales services, account management, corporate support.