



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 simplest form of cooperation, that is a commission AND retainer remunerated sales 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

exotake

Services Offered



- Sales , tied to a representation contract with a referral agreement
- Srvices that are deployed to produce sales: Marketing, Business development, campaigns results ,competitors intelligence are integral part of the deliverables and thus communicated and discussed with our client.

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
- Sales on behalf of our client with complete visibility on the funnel , reporting periodically, exposing of all leads, contacts and opportunities

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 channel partners serving you in the same region

Remuneration



- Based on commission and retainer.Commission levels are established at the beginning of the contract period.Monthly retainer to cover part of our risk and running expenses we will sustain on your behalf
- No travel or time cost covering is foreseen (retainer is all inclusive).
- Direct marketing costs are not included in the retainer (trade show participation, communications)
- Complete exclusivity vis-a-vis a single opportunity , meaning that competing proposals will NOT be introduce (you OWN the pipeline)

Duration - Termination -Service evolution



- Minimum 4 month required duration .Termination of agreement upon client communication and 4 week paid period of retainer.
- Evolution towards market advisory services,representation services, retained business development and sales services, reseller services, account management, corporate support