TRIBUTUM

PACKAGE GUIDE

# Brazil Distributor Readiness

*For manufacturers looking for a distributor, importer, sales representative or integrator in Brazil.*

The right partner saves years of entry; the wrong one traps the brand. We define the ideal profile, map the sector, apply due diligence criteria and deliver the list and the outreach plan.

| OUTCOME | DELIVERABLE |
| --- | --- |
| Partner shortlist | Outreach plan, in writing |

## 01 What the package solves

Many manufacturers enter Brazil through the first distributor that shows up. Later they find it does not cover the country, has a portfolio conflict or provides no technical support.

Distributor Readiness reverses the order: first we define the partner you need, then we look for who fits and check them before the first meeting.

## 02 How it works, step by step

01 **Product and channel briefing** CLIENT
You describe the product, portfolio, prices and the type of partner you are looking for.

02 **Ideal partner profile** TRIBUTUM
We define size, region, customer base, capacity and the conflicts to avoid.

03 **Channel map** TRIBUTUM
We map distributors, importers, sales representatives and integrators in the segment.

04 **Due diligence criteria and shortlist** TRIBUTUM
We apply the criteria and build the initial list of partners that meet them.

05 **Outreach plan** TRIBUTUM DELIVERABLE
We deliver the contact and meeting plan for the prioritized partners.

## 03 The due diligence criteria

Every partner on the list is assessed against the same criteria, agreed with you at the start.

- Sector and current portfolio
- Estimated revenue and size
- Regions actually covered
- Import capacity, when the model requires it
- Customer base and channels
- Technical support and after-sales
- Conflicts with competing brands
- Market references

## 04 What you receive

- Ideal partner profile, in writing
- Channel map for your segment
- Due diligence criteria applied
- Initial partner shortlist
- Contact and meeting plan

> We do not promise meetings, contracts, exclusivity or sales: each partner makes its own decision. When you want the meetings scheduled and attended, Brazil Gold Key is the complement.

## 05 Before you start, have at hand

- Product catalog and technical data sheets
- The pricing policy and margins you can offer a partner
- Requirements for technical support, minimum stock or training
- Partners you already know or want to avoid

## 06 Pairs well with

### Combo 1 · Discover

Brazil Entry Validation with Distributor Readiness: decide on entry and start the distributor search, for less than buying them separately.

### Brazil Gold Key

Meetings with distributors, importers and buyers screened for fit, with a fit assessment and interpreting, when engaged.

## 07 Our commitments

- Published prices and a written scope before we start.
- Consulting kept separate from operations and third-party costs.
- No promise of approval, sales, licenses or distribution.
- An exit route defined before any pilot.
- Freedom to bring the operation in-house, with no exit fee.
- The importer, the regulatory holder and the party responsible for each obligation are identified.
- Due diligence on clients and partners, with anti-money-laundering controls.

- Data protection and confidentiality.

## How to hire

1. Click “Hire” on the Brazil Soft Landing page, or reach us through the contact form.
2. We talk about your product, the market and where your company stands.
3. You receive a written proposal with scope, milestones, timelines, fees and the party responsible for each obligation.
4. Once you accept, you deposit the first milestone on Escrow.com, which holds the payment in escrow.
5. We deliver the milestone; payment is released after delivery and the inspection period. And so on, milestone by milestone.

The fees for each package, service and combo are in the price list on the page and are confirmed in the proposal.

This guide describes the service and does not replace the proposal: scope, timelines, fees and responsibilities are as agreed in writing. Government agency timelines do not depend on Tributum. Technical and regulated professional acts are performed by licensed professionals, engaged separately. Where legal representation is required, clients engage independent counsel of their choice directly.
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