TRIBUTUM

PACKAGE GUIDE

Brazil Expansion Assessment

For companies already selling in Brazil that want to reach further.

You already have a distributor, e-commerce, a partner or a local operation. The question now is where the operation does not reach, what is missing from the portfolio and where price holds back sales.

STARTING POINT
Your current operation

DELIVERABLE
Prioritized expansion plan

01 What the package solves

It is common for a Brazilian partner to cover two or three regions well and leave the rest of the country aside, without the manufacturer noticing.

Expansion Assessment measures the real coverage of your operation by region and channel, finds the portfolio and pricing gaps and delivers an expansion plan in order of priority.

02 How it works, step by step

01 **Current operation data** CLIENT
You share sales, prices, partners and today's coverage.

02 **Coverage by region and channel** TRIBUTUM
We measure where the operation reaches and where it does not yet.

03 **Portfolio and pricing gaps** TRIBUTUM
We identify what is missing from the portfolio and where price limits sales.

04 **Expansion plan** TRIBUTUM DELIVERABLE
We deliver the expansion priorities, with channels, regions and portfolio in order.

03 What you receive

- Coverage map by region and by channel
- Assessment of the current distributor or partner
- Portfolio and pricing gaps
- New channels and regions with potential
- After-sales points to watch
- Expansion plan in order of priority

04 After the plan

The plan can be carried out with your current partner, with new partners or with an expansion pilot: more coverage, new channels and after-sales, measured month by month. The choice is yours, and the exit route of any pilot is set before it starts.

05 Before you start, have at hand

- Sales by region, channel and product
- Contracts and commercial terms with current partners
- The price list used in Brazil
- The most frequent complaints and returns

06 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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