TRIBUTUM

SERVICE GUIDE

# Product test

*To find out whether the product is ready for Brazil before investing in inventory.*

A documentary and commercial review: technical and labeling requirements, the adaptations needed, a target price and a first read on acceptance in the priority channels.

**BILLING**
Per product

**NOT INCLUDED**
Physical testing

## 01 What the service solves

A product that sells well abroad may need different labeling, a different plug, a different certificate or a different price to sell here.

Product test shows what needs to change and whether the price works, before you ship the first batch.

## 02 How it works

01 **Product and documents** CLIENT
You send data sheets, current labeling, certifications and prices.

02 **Requirements** TRIBUTUM
We identify the technical and labeling requirements that apply in Brazil.

03 **Adaptations and target price** TRIBUTUM
We list the adaptations needed and calculate the price that sustains sales.

04 **Acceptance read** TRIBUTUM DELIVERABLE
We take a first read on acceptance with priority channels and deliver everything in writing.

## 03 What you receive

- Technical and labeling requirements
- Adaptations needed to the product or packaging
- Target price for the Brazilian market
- A first read on acceptance in the channels

> Product test is documentary and commercial: it does not include physical testing. Laboratory tests and certifications are engaged separately, with accredited laboratories and certification bodies.

## 04 Make it a combo?

### Combo 2 · Test

Passed the test? The next step is selling. Combo 2 brings together Brazil Entry Validation and Brazil Product Pilot: route validation and a real batch sold through the chosen channel.

## 05 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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