



Lluís Rovira

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Who we are

- Spanish sales representative specialized in promotion of IT products in the Spanish market
- Sales force: Lluís Rovira
 - With a experience of over 10 years as Sales and Marketing Manager at Ingram Micro Spain (Leader IT Distributor), and near 6 years at Triaran
- 1 person back office support

C O N S U L T I N G

What we can do for you

- Launch or manage your Brand in the Spanish market
 - Already working on weekly basis with main Spanish IT Distributors having more than 4.000 customers
 - Personal business relationship with over 500 customers
- Marketing Plans with Distributors
 - Specialized press
 - Road Shows (Ingram Symposium, Medpi, Distree)
 - Trade Fairs
 - E-mailings
 - Quotations
 - Seasonal campaigns (Christmas, Back to school...)

What we can do for you

- Sales promotions
 - Customer relationship (distributors and end users)
 - Visits
 - Calls
 - Emails
 - Updated pricelists and e-mailing
 - Technical support to customers
 - Publish price lists and catalogs in my website for customers to download
 - Create promotions, bundles
 - Customer rappels and follow up

Services

- Translations (Catalan, Spanish, English, French)
- Reverse logistics (RMA managing)
- Weekly wholesales stock review (based on weekly stock and sales out file)
- Samples managing
- Web management (we can register .es and also create a local website, blog, facebook,)
- Spanish video and product creation or translations (Spanish brand youtube channel...)
- Your logo in my business card or your card
- Legal advice
- Marketing agencies relationship (press releases, IT magazines)

Cost Savings

- No office rental
- Local employee taxes (social security, VAT, income tax,...)
- No firing cost
- No equipment cost (phone calls, computers, company car)
- Shared costs for travels, trade fair booths
- Vendors synergy

Best use of resources

- You can focus on strategy

I'll do the rest

- No added headcount for you, no international travels
- Fast enter to the market
- No cost to quit (if necessary)
- Easy to manage

C O N S U L T I N G

Territorial growth

- Based in Barcelona
- Covering the following regions:
 - Spain
 - Portugal
 - Andorra
 - South America
 - Some other EMEA countries

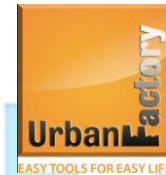
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Current portfolio

- Phonefashion managing direct IT Channel distrib
 - European region



- Urban Factory managing Ingram Micro
 - Spain, Andorra, Portugal and South America (except Brazil)



- AKASA
 - Spain



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Contact us

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C O N S U L T I N G



Thanks for your attention

Looking forward to working with you

Tri@ran
CONSULTING

