

KEY (PRIMARY) MISSION

FINDING & ESTABLISHING CONTACTS WITH MANUFACTURERS / SUPPLIERS / SELLERS IN TURKISH MARKET IMPORT TO YOUR COUNTRY FROM TURKEY

What are we going to achieve for you and how?

We offer you, what you want to do or what you look for or what you need in Turkish Market.

As the main principle:

- Following your initial contact with ALBEDO, about your project/demand, **our very first reply will be as** “if we can or can’t”.
- ★ **We never offer you about any service, which is out of our professionalism or knowledge.** You will be informed about our intention, during our initial contact.
- ★ **When we start to work and serve to you; your company will be defined as a “partner” of ALBEDO.** Your company will never be defined or pointed out as a “customer” during and after our business.
- ★ **We will run/drive/sail on the same route -in coordination together- to achieve our (not only your) target.** ALBEDO will be appreciated to be your solution partner in Turkish market.
- ★ **All the activities**, which will be done for you in Turkey or in Turkish market by ALBEDO **will be recorded, documented, reported** in writing.
- ★ **All the correspondence and the business relations** between both parties **will also be documented, recorded, shared** in writing.
- ★ **Principles of sharing of information will be agreed and “Need To Know” rule will be applied** in accordance with the agreement between both partners.
- ★ The **surveys, researches, commercial intelligence** in Turkish market, about what you want to learn, what we shared with your company **will be kept confidential.**
- ★ A **non-disclosure agreement** will be preferred to be signed by both parties. (not mandatory)
- ★ **You will/can be represented by ALBEDO in Turkey**, regarding to your intentions, projects or demands.
- ★ We are **able to work** in different sectors **from HVAC to medical** or **from defense to any kind of industrial products.**
- ★ We have a very **wide range of data base** of manufacturers and exporters of Turkish market from different sectors.
- ★ We will **protect your rights and benefits** from market survey phase to the delivery, depending on your request in accordance with the agreements.




On behalf of your company we can/will:

STAGE I	<ul style="list-style-type: none">✓ Look for the manufacturers and exporters regarding to your sector, which are active in the market,✓ Eliminate the companies and contact with the reliable and sustainable ones,✓ Contact mostly with the senior authorities in the companies as the interlocutor,✓ Negotiate about your inquiries,✓ Get the quotations in accordance to your Technical Specifications, related standards and additional (regional/project etc. based) requirements,
STAGE II	<ul style="list-style-type: none">✓ Share all the details with your company,✓ Continue the correspondence with the manufacturers, regarding to your selection,✓ Continue the correspondence until the delivery, in accordance to our agreement.

SUBSIDIARY (SECONDARY) MISSION

FINDING & ESTABLISHING CONTACTS WITH BUYERS / DEALERS / DISTRIBUTORS IN TURKISH MARKET

IMPORT TO TURKEY FROM ABROAD (YOUR COUNTRY)

-  In addition to export products of Turkish manufacturers for the buyer partners abroad, **ALBEDO can also work with foreign manufacturers for their products to be imported by Turkish companies.**
-  Similar services of export products can be organized for the foreign companies and their products.
-  Terms and conditions will be negotiated in project based.