

TEAM SIMOCO

TOP TEAM EFFORT

Background

Team Simoco's heritage dates back to World War II, when the UK Company, then known as Pye Telecommunications Ltd grew considerably through manufacturing radios for use in tanks.

Today, service organisations are increasingly dependent on efficient, portable communication solutions in the field. Team Simoco provides essential communications where safety and security are paramount. Clients include government, security, manufacturing, public safety and emergency services.

Challenge

Team Simoco has a successful Distributor in the Middle East. However they sought to use the Gitex trade fair to explore new opportunities with end users as well as establishing new Distributors throughout the Middle East Region.

Export Solutions were approached by Team Simoco to assist in achieving these objectives through providing partner and Business Matching services.

Solution

Export Solutions focused on the objectives of Team Simoco, and then researched who they wanted to meet at the exhibition and why.

Export Solutions searched out potential matching companies, which were then reviewed by the exhibitor.

Team Simoco actively contributed to the selection of companies to meet at the trade fair. Export Solutions then secured the meetings.

Key benefits

- Export Solutions provided Team Simoco with a number of researched companies that matched their key criteria
- Export Solutions secured the meetings with the chosen companies

Quote from the client

"We found Export Solutions to be very quick to pick up on our market and its demands, the service was professional, speedy and thorough. The careful preparation has resulted in ongoing conversations with one company in particular who we would otherwise not have met."

