





USTOMER SERVICI









Installer

Strengths:

Production volume Quality reliability Product development Mixed production co\$t Lower stock co\$t Quick reaction co\$t

Production flexibility Technical approvals Sales and marketing JIT colouring OEM specifications Customer service

"High-value" cooperation

Welded Together

Laisser-Faire X

System & Style 🗸

Problem = Opportunity for Response-Ability

Schaden-Freude X

✓ Support & Experience

Eliminate Red-Lines

OEM

Taiwan factory



Europe distributor Country distributor

Installer

Positive: Low production cost

Negative:

High stock cost

Hidden cost of inefficient cooperation

Slow reaction to market needs

"Low cost" cooperation