

Services

	<u>Unit cost</u>		<u>Availability</u>		
	<u>A country</u>	<u>Three or more countries</u>	<u>Markets</u>	<u>Contracting</u>	<u>Info sheet</u>
① Distributor search.	900€	-20%	consult	online	→
① Distributor search. (For a group of 2 to 6 manufacturers contracting together - trade mission)	600€	-20%	consult	online	
① Technology partner search.	1,800€		all	online biopharma companies	Not available
① Buyer/investor search.	3,000€ fixed cost 2-4% only if successful (6 months)		all	Spanish companies	Not available
① Search for a company interested in being acquired.	4,000€ fixed cost 2-4% only if successful (6 months)		Spain Latam		Not available
② Direct sale to a final customer in another country.	800€	-20%	Latam	online	→
③ Promotion and support to a distributor.	900€	-20%	Latam	online	→
④ Identif. of newly established companies in the Borme . (Dental, pharma, chemical, laboratory, clinics, medical centers...)	From 400€/month (min. 6 months)		Spain	online Spanish companies	→
⑤ Identification of companies awarded public contracts in ES and PT.	From 600€/month (min. 6 months)		Spain Portugal	online	→
⑥ "Salesforce" for export and national sales. (May Include 1+2+3+4+5)	From 1,300€/month (min. 12 meses)		consult	Spanish companies	→
⑦ "Kontakt" GMP manufact.	From 1,100€		all	online	→
⑧ "Kontakt" Suppliers of active substances (ECHA®).	From 1,100€		UE	online	→
⑨ "Kontakt" Approved EU food establishments.	From 1,100€		UE	online	→
⑩ Projects for associations of manufacturers and/or exporters.	From 1,400€/month (min. 6 months)		consult	online	Not available

Distributor search ①

Of interest to	Manufacturers related to pharma human, pharma animal, health vegetable, medical devices, biotech, fine chemicals and active pharmaceutical ingredients (APIs), nutraceuticals, biocides, laboratory, cosmetic, etc.
Objective	<p>❶ Find a main distributor.</p> <p>❷ Find a second distributor in a country where you already have a main distributor.</p>
Countries	<p>We study case by case.</p> <p>Of the 194 countries, there is a part for which we will not be able to provide this service because there is very little public information about importers, wholesalers, distributors. Current circumstances do not allow it. They are very mature markets. They are very difficult to access, etc.</p>
Include	Identify companies with a wholesaler, distributor, importer, etc. profile. Search their website. Find your email. Send a distribution presentation-proposal. Send a second email after five days asking for an evaluation of the proposal and, finally, prepare a report with the work carried out and the results obtained in which we do indicate the origin (source) of the companies that we have identified and contacted.
Not include	<p>Respond to emails received from interested companies requesting additional information.</p> <p>Contact management must be carried out by your company.</p> <p>DDBB with the data of the companies we have addressed.</p>
Process	Claients Team will confirm within 48 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☹☺) and the timing. You must accept (or not) the quote.
We will need	Company profile, which fairs you attend?, which fairs you would like to attend?, who your competition is?, previous experience in the country and/or geographical area in which we are going to work: have you previously tried to find a distributor in the country? What result? Do you have distributors in other countries in the same geographical area? If so, in which countries?
Timing	6 weeks for one country. For more countries, consult.
Cost, invoice and payment	<p><u>If a company (only one) hire us</u></p> <p>The cost per country is €900.</p> <p>If three or more countries are contracted at the same time, the cost per country is €720 (-20%).</p> <p><u>If a GROUP of companies hire us</u></p> <p>The cost per country is €600.</p> <p>If three or more countries are contracted at the same time, the cost per country is €480 (-20%).</p> <p>Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project.</p> <p>Payment by bank transfer</p>

Direct sale to a final customer in another country ②

Of interest to	Manufacturers and Service Providers related to pharma human, pharma animal, health vegetable, medical devices, biotech, fine chemicals and active pharmaceutical ingredients (APIs), nutraceuticals, biocides, laboratory, cosmetic, etc.
Objective	Send a commercial proposal to potential clients. Only Latam countries. Only countries in which we can identify: <ul style="list-style-type: none"> • Pharmaceutical manufacturers ✓ • Private health service groups ✓
Countries	<ul style="list-style-type: none"> • Private hospital groups ✓ • Pharmacy chains ✓ • Drugstore chains ✓ • Supermarket chains with authorized sales of medicines ✓ • Etc.
Include	We explain this section when a quote is requested.
Not include	We explain this section when a quote is requested.
Process	Claients Team will confirm within 48 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☺☺) and the timing. You must accept (or not) the quote.
We will need	We explain this section when a quote is requested.
Timing	6 weeks for one country. For more countries, consult.
Cost, invoice and payment	<p>The cost per country is €800.</p> <p>If three or more countries are contracted at the same time, the cost per country is €640 (-20%).</p> <p>Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project.</p> <p>Payment by bank transfer.</p>

Promotion and support to a distributor ③

Of interest to	Manufacturers that already have a distributor in the country but want to help them related to pharma human, pharma animal, health vegetal, medical devices, biotech, fine chemicals and active pharmaceutical ingredients (APIs), nutraceuticals, biocides, laboratory, cosmetic, etc.
Objective	Help your distributor when his sales are lower than those corresponding to his market.
Countries	<p>Only Latam countries.</p> <p>Only countries in which we can identify:</p> <ul style="list-style-type: none"> • Pharmaceutical manufacturers ✓ • Private health service groups ✓ • Private hospital groups ✓ • Pharmacy chains ✓ • Drugstore chains ✓ • Supermarket chains with authorized sales of medicines ✓ • Etc.
Include	We explain this section when a quote is requested.
Not include	We explain this section when a quote is requested.
Process	Claients Team will confirm within 48 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☺☺) and the timing. You must accept (or not) the quote.
We will need	We explain this section when a quote is requested.
Timing	6 weeks for one country. For more countries, consult.
Cost, invoice and payment	<p>The cost per country is €900.</p> <p>If three or more countries are contracted at the same time, the cost per country is €720 (-20%).</p> <p>Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project.</p> <p>Payment by bank transfer.</p>

Identification of companies awarded public contracts in ES and PT ⑤

Of interest to Manufacturers, distributors, and service providers domiciled in Spain related to pharma, medical devices, cosmetic, veterinary, etc.

Info ES/PT	Spain			Spain			Portugal		
	Minor contracts for Supplies.			Big contracts for Supplies.			All		
	GEN	2023	9.721	GEN	2023	3.065	GEN	2023	17.692
	FEB	2023	14.153	FEB	2023	9.979	FEB	2023	15.400
	MAR	2023	17.185	MAR	2023	6.535	MAR	2023	18.997
	APR	2023	13.205	APR	2023	3.660	APR	2023	13.127
	MAY	2023	16.722	MAY	2023	4.602	MAY	2023	16.424
	JUN	2023	15.026	JUN	2023	4.609	JUN	2023	15.996
	JUL	2023	13.740	JUL	2023	4.224	JUL	2023	14.366
	AGO	2023	9.875	AGO	2023	3.268	AGO	2023	12.933
	SEP	2023	12.335	SEP	2023	4.029	SEP	2023	13.802
	OCT	2023	16.585	OCT	2023	4.808	OCT	2023	13.408
	NOV	2023	20.786	NOV	2023	5.185	NOV	2023	14.012
	DEC	2023	16.769	DEC	2023	3.779	DEC	2023	15.770
	Total		176.102	Total		57.743	Total		181.927

Identify weekly the data of companies that have been awarded contracts in ES and PT related to the following CPVs:

Objective 33000000-0 Medical, pharmaceutical, and personal hygiene equipment and supplies
33600000-6 Pharmaceutical products
33700000-7 Personal hygiene products
85000000-9 Health and social services
For other CPVs, inquire for details.

Countries Spain and Portugal.

Include We explain this section when a quote is requested.

Not include We explain this section when a quote is requested.

Process We explain this section when a quote is requested.

We will need We explain this section when a quote is requested.

Timing 6-month contract.

Cost starting from €600/month. Inquire for details.

Cost, invoice and payment The cost will depend on the number of CPVs to identify and the procurement portals (ES/PT).

Claients Team will issue monthly invoices on the 25th with a 30-day due date.

Payment by bank transfer.

“Kontakt” GMP manufacturers 7

Of interest to GMP Certified Manufacturers.

**Information on
issued GMP
certificates**
*(own elaboration
based on
information
published in the EU)*

1	AUSTRIA	1.664	13	HUNGARY	772	25	NORTH MACEDONIA	19
2	BELGIUM	721	14	ICELAND	20	26	NORWAY	62
3	BOSNIA AND HERZEGOVINA	9	15	IRELAND	405	27	POLAND	1.015
4	BULGARIA	115	16	ITALY	1.375	28	PORTUGAL	498
5	CROATIA	132	17	LATVIA	54	29	ROMANIA	149
6	CYPRUS	252	18	LIECHTENSTEIN	3	30	SAN MARINO	2
7	CZECHIA	1.967	19	LITHUANIA	63	31	SLOVAKIA	190
8	DENMARK	1.636	20	LUXEMBOURG	2	32	SLOVENIA	78
9	FINLAND	89	21	MOLDAVA, REPUBLIC OF	4	33	SPAIN	1.381
10	FRANCE	2.256	22	MONACO	18	34	SWEDEN	204
11	GERMANY	2.311	23	MONTENEGRO	3	35	SWITZERLAND	529
12	GREECE	136	24	NETHERLANDS	396	36	UNITED KINGDOM	?
						37	UNITED KINGDOM (NORTHERN IRELAND)	39
							Total	9.624

Objective

Sending a cross-distribution proposal,
Sending a proposal for export collaboration for certain markets,
Sending a proposal for ...
~~Sending a sales proposal~~ (not included)

Countries

All.

Include

We explain this section when a quote is requested.

Not include

We explain this section when a quote is requested.

Process

Claients Team will confirm within 96 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☹☹) and the timing. You must accept (or not) the quote.

We will need

We explain this section when a quote is requested.

Timing

4 weeks for one country. For more countries, consult.

**Cost, invoice
and payment**

Cost per country from €1,100.

Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project.
Payment by bank transfer.

“Kontakt” suppliers of active substances 8

Of interest to Active substance manufacturers.

Info (own elaboration based on information published in ECHA®)	1 AUSTRIA	31	12 GREECE	17	23 ROMANIA	21
	2 BELGIUM	66	13 HUNGARY	18	24 SLOVAKIA	7
	3 BULGARIA	8	14 IRELAND	104	25 SLOVENIA	3
	4 CROATIA	?	15 ITALY	61	26 SPAIN	71
	5 CYPRUS	5	16 LATVIA	1	27 SWEDEN	21
	6 CZECH REPUBLIC	17	17 LITHUANIA	5		
	7 DENMARK	25	18 LUXEMBOURG	9		
	8 ESTONIA	9	19 MALTA	4		
	9 FINLAND	19	20 NETHERLANDS	75		
	10 FRANCE	96	21 POLAND	25		
	11 GERMANY	242	22 PORTUGAL	13	Total	973

Objective

Sending a cross-distribution proposal,
Sending a proposal for export collaboration for certain markets,
Sending a proposal for ...
~~Sending a sales proposal~~ (not included)

Countries

Only countries of the European Union.

Include

We explain this section when a quote is requested.

Not include

We explain this section when a quote is requested.

Process

Claients Team will confirm within 96 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☺☺) and the timing. You must accept (or not) the quote.

We will need

We explain this section when a quote is requested.

Timing

4 weeks for one country. For more countries, consult.

Cost, invoice and payment

Cost per country from €1,100.

Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project.

Payment by bank transfer.

“Kontakt” approved EU food establishments 9

Of interest to **Manufacturers.**

**Example
Info ES**
*TRACES/IMSOC
European
Commission)*

Chapter	Section	Establ.
Subproducts animals	ABP-BIOGP Biogas plants	14
Subproducts animals	ABP-COL Collection centres	5
Subproducts animals	ABP-COMP Composting plants	40
Subproducts animals	ABP-FERT Establishments or plants manufacturing organic fertilisers or soil improvers	39
Subproducts animals	ABP-INCP Incineration/ co-incineration/ combustion plants	51
Subproducts animals	ABP-INTP Establishments or plants carrying out intermediate activities and plants storing animal by-products	163
Subproducts animals	ABP-OLCP Oleo-chemical plants	9
Subproducts animals	ABP-OTH Other registered operators	1.161
Subproducts animals	ABP-PET Petfood plants	54
Subproducts animals	ABP-PROCP Processing plants	86
Subproducts animals	ABP-SPU Registered users of animal by-products and derived product for specific purposes	234
Subproducts animals	ABP-STORP Establishments or plants for the storage of derived products	100
Subproducts animals	ABP-TECHP Establishments or plants handling animal by-products or derived products for purposes outside the feed chain	134
Animal	AQUA-EST-AP Approved aquaculture establishments	2.478
Animal	AQUA-EST-DISEASE Disease control aquatic food establishments	2
Animal	ASC-DCF Assembly centres dogs, cats and ferrets	17
Animal	ASC-POU Assembly centres poultry	5
Animal	ASC-UNG Assembly centres ungulates	55
Animal	BBEEISO-EST Bumble bees isolated establishments	14
Food	CAS Treated stomachs, bladders and intestines: casings only	60
Food	COL Collagen	8
Animal	CONF Establecimientos de confinamiento	82
Animal	COP Control posts	5
Animal	DCF-SHEL Animal shelters	168
Food	EEP Eggs and egg products	674
Germinal products	EMB-COL Embryo collection teams	15
Germinal products	EMB-PRO Embryo production teams	12
Food	FAT Rendered animal fats and greaves	78
Food	FFP Productos de la pesca - UE	1.305
Food	FLS Frogs' legs and snails	51
Food	GEL Gelatina	5
Food	GEN General activity establishment - EU	3.591
Germinal products	GERM-PRO Germinal product processing establishments	11
Germinal products	GERM-STO Germinal product storage centres	42
Food	GM Meat of farmed game	16
Animal	HATCH Hatcheries	26
Food	LBM Live bivalve molluscs	75
Food	MM Minced meat, meat preparations and mechanically separated meat – MM, MP, MSM	782

Food	MMP Raw milk, dairy products, colostrum and colostrum-based products	686
Food	PM Meat from poultry and lagomorphs	205
Animal	POU-EST Establishments of poultry	1.096
Animal	POU-HAT-EST Poultry establishments hatching eggs	81
Animal	REG-TRANS-AUTH-II Type II authorised transporters	917
Food	RM Meat of domestic ungulates	932
Food	RPM Meat products	1.869
Germinal products	SEM-COL Semen collection centres	88
Food	SPR Sprouts	6
Food	WM Wild game meat	44
	Total	17.591*

* The same establishment can be in several sections.

* The same company can have several establishments.

Objective	Sending a cross-distribution proposal, Sending a proposal for export collaboration for certain markets, Sending a proposal for ... Sending a sales proposal (not included)
Countries	Initially, only countries of the European Union.
Include	We explain this section when a quote is requested.
Not include	We explain this section when a quote is requested.
Process	Claients Team will confirm within 96 hours if it can (or cannot) provide the requested service & country, it will inform you of the quality of the information we have about that country (☺☺☺) and the timing. You must accept (or not) the quote.
We will need	We explain this section when a quote is requested.
Timing	4 weeks for one country. For more countries, consult.
Cost, invoice and payment	Cost per country from €1,100 . Claients Team will issue an invoice upon acceptance of the quote. When the invoice has been paid, we will begin working on your project. Payment by bank transfer.