

Route To Market Distributor Evaluation Tool

Distributor

Distributor Manager/s

Date

Interviewed By

Region

Regional Sales Manager

Local Sales Manager

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User's Guide

This tool has been developed as a general example only and needs further development !
To assess the capabilities of your distributor complete the 4 element worksheets as show

Disclaimer

Enchange accepts no responsibility for the use of this tool. It is intended for guidance on

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	Score	Main Issues / Comments
1.Partnership Partnership	Business value	No initial assessment or vision. Lack of a focused strategy.

Holland Enchange Manual

Marcel A. Müller



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