



BECOME A LIKO-S
EXPORT PARTNER

WHY BECOME A LIKO-S PARTNER



SHORT DELIVERY TERMS
Up to 3–4 weeks



FAST PRICE OFFERINGS
Within 24 hours



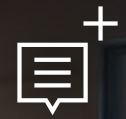
SUPPORT
We solve any problems
speed in 3 languages



WE ARE FLEXIBLE
Thanks to our own production,
we can adjust the flow



TOOL BOX
Drawings and material lists
as complete package



**ONLINE
MARKETING SUPPORT**



BROAD RANGE OF PRODUCTS
For any client need



CERTIFIED PRODUCTS
Across over all Europe



OWN PRODUCTION

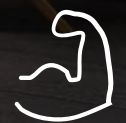
AMONG OTHERS, WE HAVE...



R&D CENTRE
Our team develops new systems
We also have our own
acoustic chamber



TECHNICAL LIBRARY
With unlimited solutions
and direct access



OUR OWN INSTALLERS
For your first projects

I founded LIKO-S in 1992 in a small garage in the Czech Republic and already then we had a passion to be the best globally in our field. Today, we are a key producer and supplier in our domestic markets which is an essential premise for us to grow in export. Thanks to this stability and experience we only offer our export partners thoroughly tested and successful products and practices. We enjoy to work closely with our partners in order to understand them, focus on their region and gradually grow together.

LIKO-S is a family owned and operated company and our philosophy is that the best is to be the best. We love our work and our family with the LIKO-S team looks forward to supporting you on your journey to become the best in your market.

Dipl. Ing. Libor Musil
Founder & Chairman of the board

For more informations visit

WWW.LIKO-S.COM

BECOME A LIKO-S EXPORT PARTNER

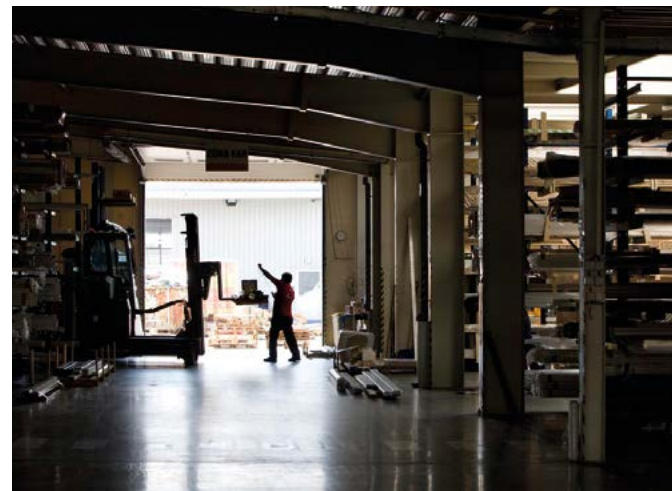
WE ARE EXPANDING OUR NETWORK!

LIKO-S Export department continues to grow. The key attributes to our growth are **our product innovations, service standards, and product quality**, which places us among the top producers of partition systems in Europe.

WE ARE READY TO HELP YOU GROW.

We are always open for **new experience and opportunities**. We provide our partners with all the necessary materials and support they need.

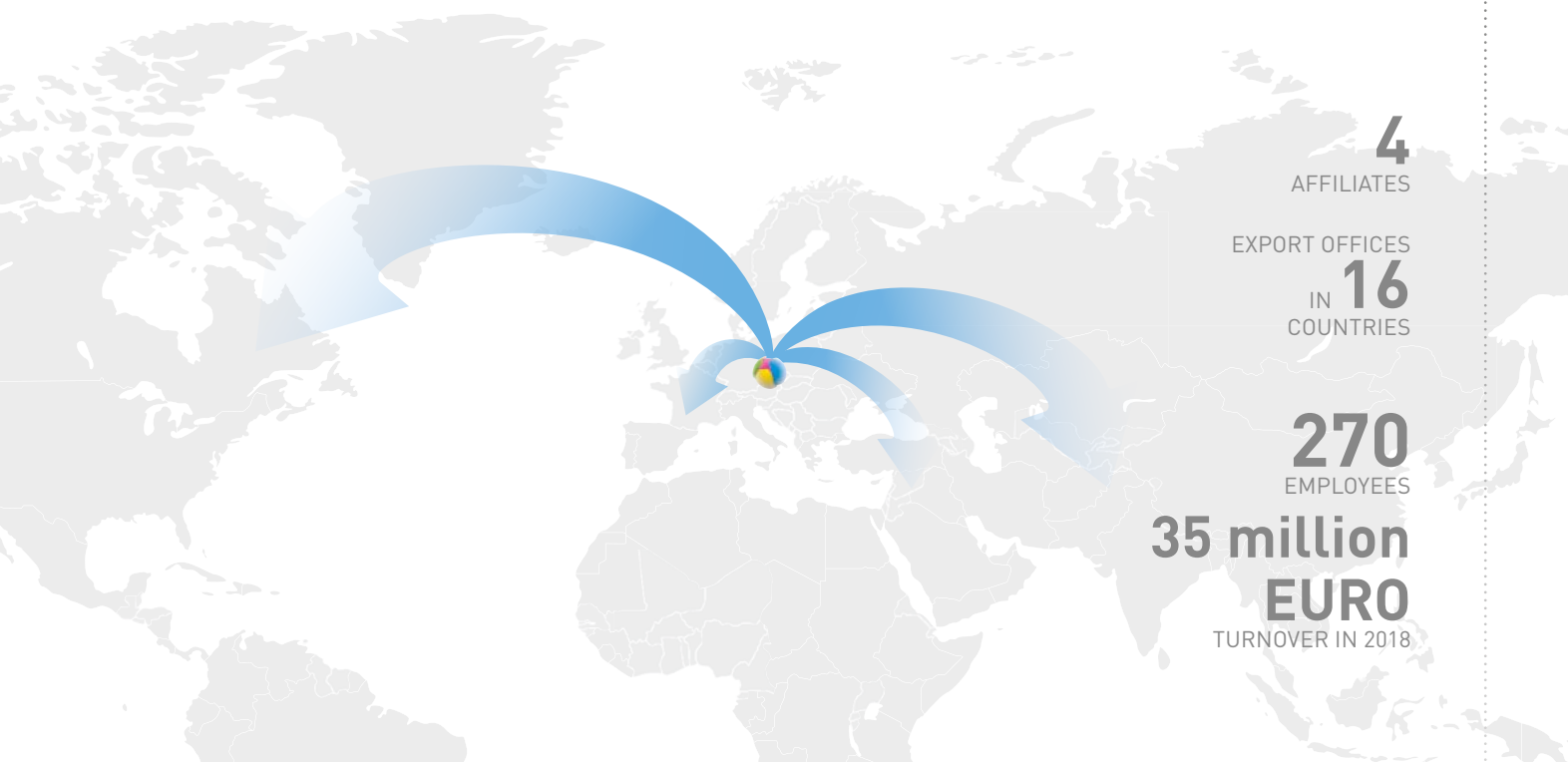
Our dedicated multilingual export team is ready to help you throughout the process of **learning the partition business and expanding your range of services**. We have developed an extensive "step by step" package of services and tools to ensure your success. Our goal is to have you **grow in profit, with joy**.



**HOW TO SUCCESSFULLY
SELL | PLAN | INSTALL**



**MULTILINGUAL TEAM
AT YOUR SERVICE
ENGLISH | GERMAN**



4
AFFILIATES

EXPORT OFFICES
IN **16**
COUNTRIES

270
EMPLOYEES

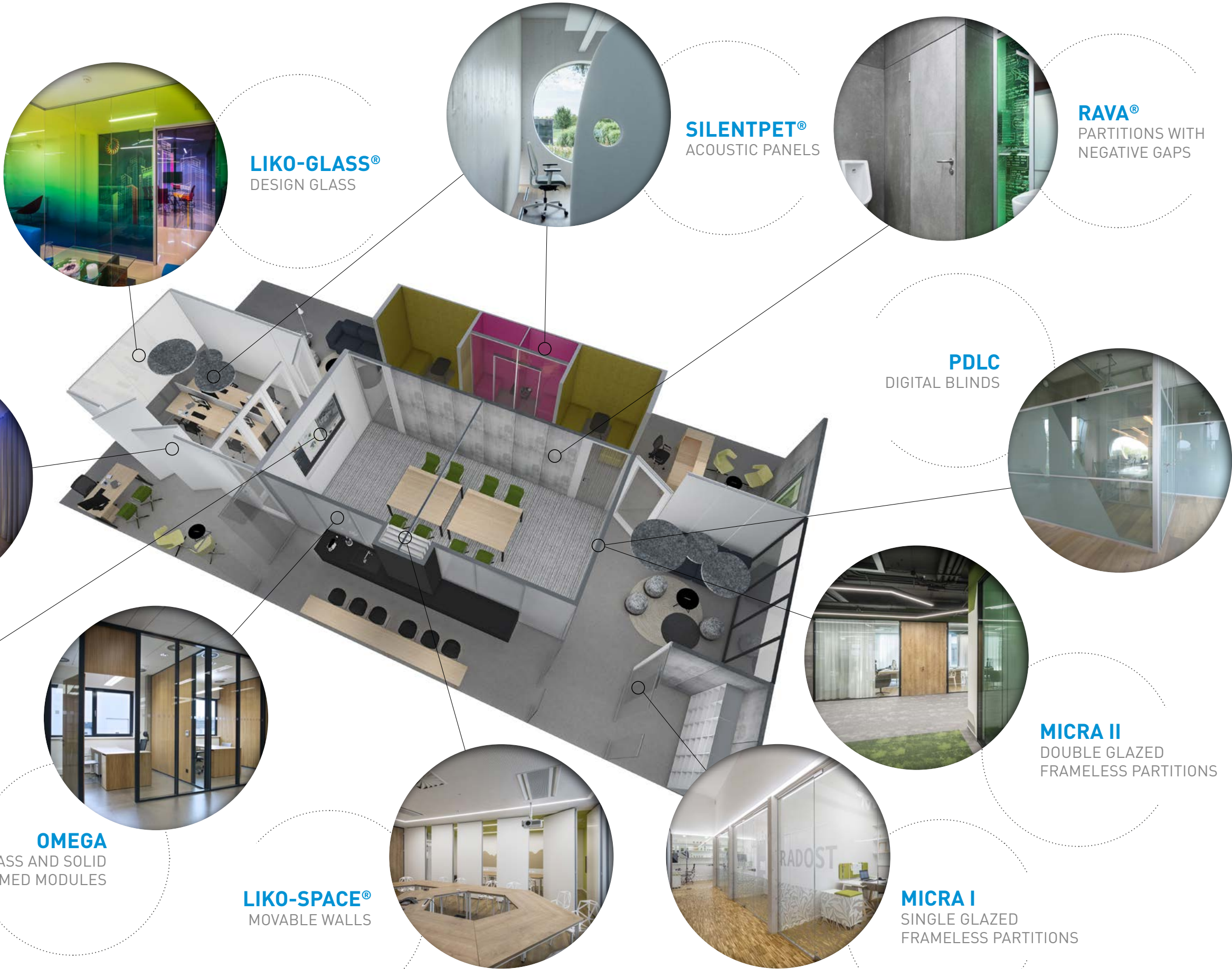
**35 million
EURO**
TURNOVER IN 2018



LIKO-S INNOVATIVE PARTITION SYSTEMS

A BROAD RANGE OF PRODUCTS

Our product portfolio consists of a broad range of interior products which remedies or compliments any design or functional needs of our clients.



STEP 01

MEETING WITH LIKO-S EXPORT MANAGER

FIRST PERSONAL VISIT OF LIKO-S REPRESENTATIVE

The beginning of a mutual relationship starts with a **personal visit** of our export manager to your company. The purpose is to **get to know you and your business**. Typically, we are interested in several topics in order to find out how can we create a **tailor made strategy** to help your business grow in a different business field – partition walls.

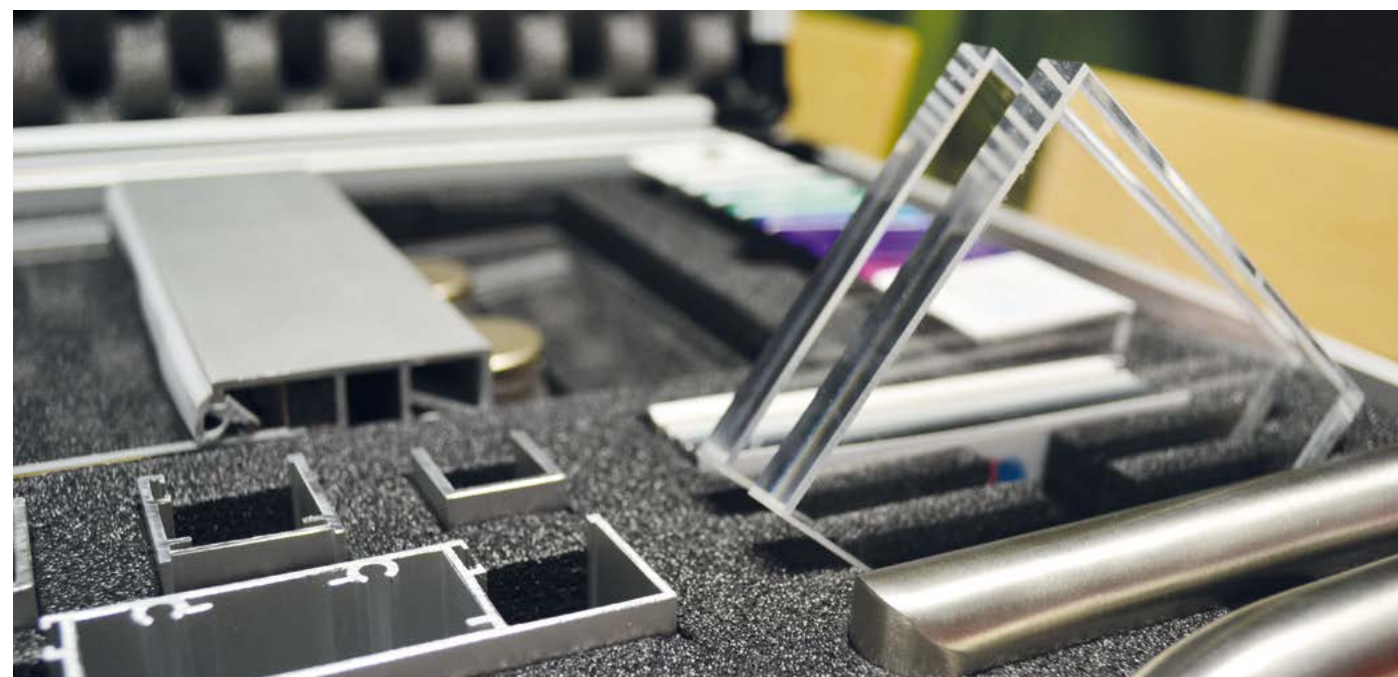
A ROADMAP TO THE WORD OF LIKO-S PARTITIONS SYSTEMS

At the end of our first meeting we will establish for you a roadmap to our systems. So, our main focus typically are:

The reason for your interest.

Your **current business profile** (size of your company, existing market, sale strategies, etc)

How does our product portfolio compliment yours, and the potential **benefits and advantages**.



THE RIGHT TOOLS FOR THE JOB SALES AND MARKETING PACKAGES

It is important to us that our partners have the right tools available for the job. For this reason we have developed and made available to our partners, an **extensive set of sales and marketing tools**.

They include but are not limited to:

- Brochures
- LIKO-S presentation / introduction
- Access to technical library tok.liko-s.cz
- Suitcase Samples – Omega / Micra / RAVA® / Vacuwall®

- Sample boxes Micra I + II
- International website (5 languages)
- Installation and training manuals
- List of international references
- Videos – Vacuwall®, Omega installation, SMART-i-WALL®, inHALL®, LIKO-Noe®
- Technical lists for particular product
- Project lists
- LIKO-Stories Company Magazine

STEP 02

COMPANY VISIT AT LIKO-S IN SLAVKOV

VISIT US AT OUR HEADQUARTERS IN SLAVKOV FOR TWO DAYS

Now that we've made the first introduction, is **time to get to know us**. Spend two fun filled days learning about our company, family history, and our **spirit of innovation**. Meet our export and development teams, learn how they work and how they contribute to **your success**. Participate in product orientation training and get a tour of our facilities, to get a clearer grasp of our competencies and see how it all comes together.

Your visit is tailored specifically for you to gain confidence in our processes, products of interest, and support teams.

We enjoy **welcoming new partners** to our business family, so we also spend leisure time enjoying Czech culture and festivities. As we finalize details of our expectations during your visit to our headquarters, rest assured you are joining a family business that **believes and supports your success** as much as theirs.



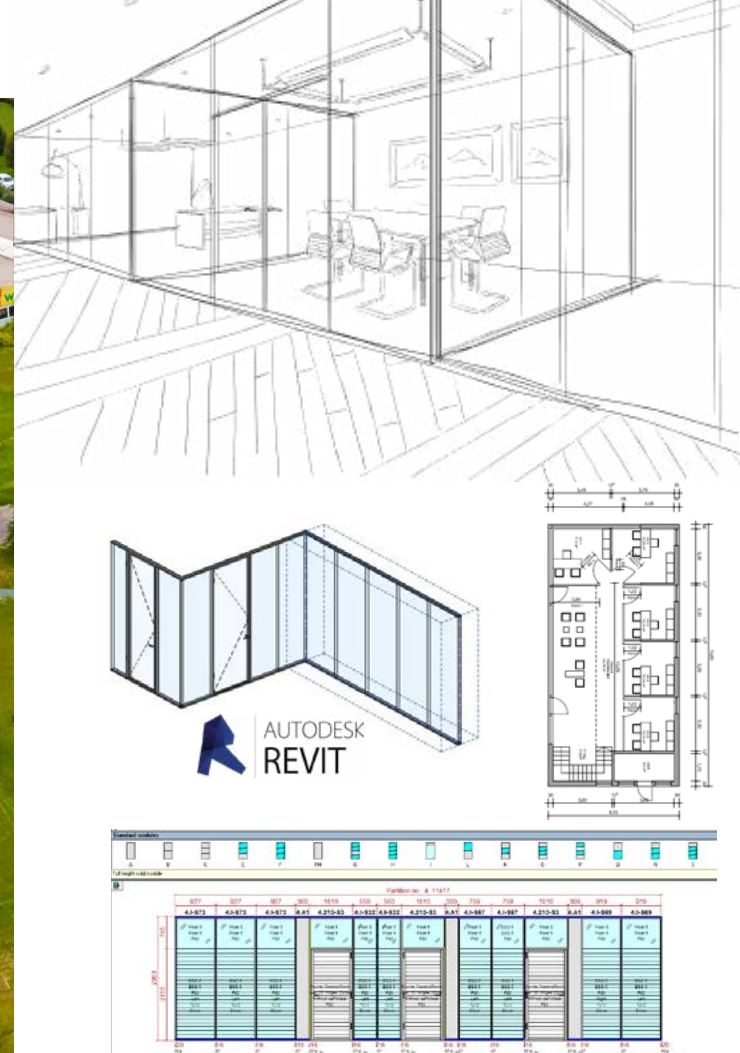
STEP 03

YOUR MEETINGS WITH CUSTOMERS

After the extensive orientation and training during the visit at our headquarters, you will certainly **understand the advantages of our products**, how they are produced, and how to active sell them.

However we understand that additional resources may be needed to aquire a project. Note that we are able to assist with:

- Guidance an presence of LIKO-S representative during your clients visit
- Specific marketing letter to architects / developers (accompanied with brochures)
- Reference letters
- Certificates and supporting documentation where applicable



STEP 04

WINNING YOUR FIRST PROJECT

Our experience shows that the probability of good argumentation increases tremendously if you follow our **first 3 steps correctly**.

However, you will always have our **marketing, sales materials** and **cheat sheets with you**.

Our team of technicians is ready to prepare you a **complete price offer for further**. This offer includes bill of materials, layouts and elevations, estimated installation time, and estimated number of installers required. This elements serves as a base for your own offers on which you will add recommended margins to win your first project.

STEP 05

YOUR FIRST INSTALLATIONS

OUR OWN INSTALLERS FOR YOUR FIRST PROJECTS

Upon winning your first project, we are ready to provide **our best installers directy on site** to help you with your first installation. Our export training team is assigned based on language and product expertise.

We are also able to assist with **supervision of a project**. Our key trainer will liase with your project manager to ensure the products are installed in compliance with **our highest standards**.

Please note that this service is also reserved for large or complicated projects.



STEP 06

DEVELOPING OUR LONGTERM PARTNERSHIP

FOLLOWING UP IS THE BEST FORM OF LONGTERM CARE

After you have experienced a few successful installations and strengthened your knowledge of our system. We then set the stage for your **longterm growth and independence**. We define the conditions of our framework agreement and provide you with additional tool and training for your independence. This includes:

- Regular partnership meetings
- Sales technical and installation training
- Workshops / Seminars

Throughout our partnership, export team is **always available** to assist, advise, and inform you of our latest innovations.



CERTIFICATES

The decisive criterion for the effective division of every space is the **quality of implementation** of the final solution. We strive to provide **cutting-edge solutions** to our customers and therefore our products are subjected to various tests and trials. We are constantly intensively searching for new material solutions. The results of our efforts are **acoustic test reports** and **product certificates** from accredited testing laboratories.

In terms of sound insulation, we are **the best on the market** and achieve **the highest values** of sound absorption. Our partition panels are tested according to the latest **European standards (EN 20140-3)**.

The production is holder of the **ISO 9001 standard certificate** for quality management systems.

WE ARE EXPANDING OUR NETWORK TO ASIA

DESIGNED IN EUROPE, MADE IN INDIA

Our goal is to be the largest manufacturer of partitions in India and Southeast Asia. The experience and quality we have gained in Europe is now gradually being transferred to our Indian branch and production.

Thanks to our **own production hall**, we can monitor production to the last step and be flexible enough for our customers' needs.

LIK0-S India is running at full throttle and we are **seeking new partnerships in the region**.





LIKO-S: FAMILY OWNED AND OPERATED BUSINESS

We are LIKO-S, a Czech family business. We have a clear vision, corporate philosophy and culture. Our products are the result of our own development and manufacturing. Since 1992, we have established branches in the Czech Republic, Slovakia and Hungary, as well as export partnerships in 16 countries around the world.

LIVING BUILDINGS

Our goal is to maintain our position as a market leader and offer the very best services to our customers. We reinvest most of our earnings into research and development, which led to the creation of our own Living Buildings solution or patented green façades. As a result, we can now provide solutions for natural thermal stabilization of buildings.



Discover more at
WWW.LIKO-S.COM



LIKO-S headquarters

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Become our fan and be a part of our story.



FACEBOOK



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