



### *Components & Equipments*

- *Sales outsourcing*
- *Sales & Service consulting*
- *Subsidiaries implementation*

*For Industry,  
Research,  
Education areas.*

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### About us

**altoz** has been launched from expertises covering sales, marketing and customer service functions (B2B).

Our team is capitalizing on more than 80 years of experience shared within the components and industrial equipments market areas.

We have developed strong abilities and know-how in customers relationships, as well as sales and commercialisation techniques.

International and multicultural situations are usual environments where we enjoy to act.



### Alain Gaillard

(33) 6 85 84 15 15  
 [agd@altozconsult.com](mailto:agd@altozconsult.com)

Operational expertise in sales management. Specialized in Test & Measurement equipments designed for electronics and mechanical testing purposes. 29 years spent in an international environment.



### Jacques Picavez

(33) 6 07 76 64 40  
 [jpz@altozconsult.com](mailto:jpz@altozconsult.com)

Specialized in commercial and marketing developments in industrial and electronic environments, dedicated to components systems and subsystems. A professional course carried out both in large French and foreign companies and within innovating SME.



### Tony Minchella

(33) 6 07 91 47 37  
 [tma@altozconsult.com](mailto:tma@altozconsult.com)

Specialized in Customer Service and technical teams management in the field of industrial goods for electronics, automotive and aerospace manufacturing. Setting up and follow-up of technical and commercial agents abroad.

## Why outsourcing ? ...

### Gain time

Get immediate benefits from operational expertises

Test new profit sources without any disturbance for your internal organization

### Optimise your resources

Use the flexibility and the reactivity given by a dedicated sales force

Keep your budget under control while minimizing your fixed charges

### Give yourself room

Validate your strategic orientations and « business model » through additional input

Win in efficiency while sustaining your core business

... With **altoz** ...

You can rely on our expertise in outsourcing Sales and Service activities

#### For a short term :

- If you plan to accelerate your market coverage following a new product launch, service or innovation
- To lead a research action for new upcoming markets
- When a territory, Sales or Services channel is temporary weakened

#### For a longer term :

- Apply a new strategic distribution orientation
- Address market segments out of your usual market coverage

## ... To sustain growth

We help you in evaluating your company opportunities through Sales and Services channels

Audit of your organization

Follow-up:

milestones and progress criteria definition, training and motivation handling, review and adaptation

### Brainstorming help

Situation analysis (SWOT method)

Internal / external communications improvement

### Distribution network setting-up

With companies dealing with the same end-users

Partnerships allowing hidden markets hits

Building-up or development of export channels