

MEMORANDUM
UNDER DEVELOPMENT

From: VP Sales

To: Henry Morgan

Subject: Possible Distribution Partners

Scaling the business to meet the high growth rates of the middle of the curve is critical. Part of scaling is getting the offering to market. This means scaling production but it also means scaling distribution and servicing clients in the B2B space.

The classic approach to scaling distribution is developing distribution partnerships. This avoids vast expenditure in building a skilled sales and installation force able to hold the client's hand.

Attached is a list of potential partners.

Regards

Attachment

DISTRIBUTION PARTNERS

NAME			
Eng Consulting Inc			
DRF Ltd			
SERVICO Inc			
FTY Ltd			
SRT GmbH			
WCG Inc			
DIP Inc			
GR Inc			
MHY Inc			
BUP Ltd			
KTL Inc			