

BÚSQUEDA DE DISTRIBUIDORES



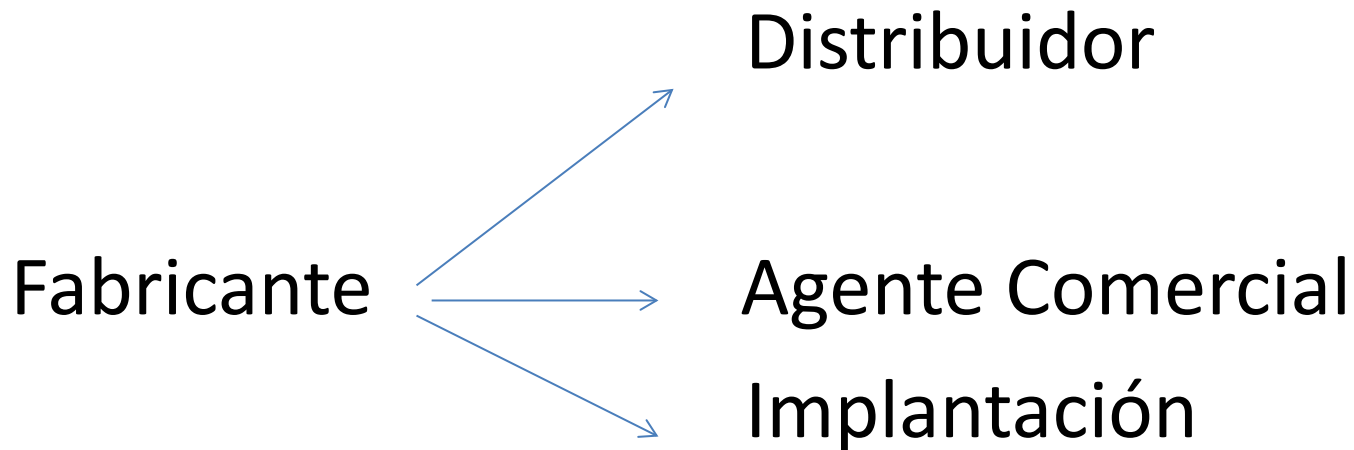
>> forward thinking



PRINCIPALES PAISES IMPORTADORES DE FOTONICA Y OPTICA

- Estados Unidos
- China
- Japón
- Corea del Sur
- Malasia
- Taiwán
- India
- Mercados en desarrollo: Rusia, Polonia, Brasil...
- Mayor mercado en Europa: Alemania con 9 de los 17 clústeres europeos

Canales de distribución (I)



Canales de distribución (II)

- Distribuidor: productos estándar y/o que requieren servicio técnico in-situ
- Agente Comercial: productos bajo pedido que no requieren ST in-situ
- Implantación: puede ser recomendable en caso de una tecnología muy novedosa pero es arriesgado

Búsqueda de distribuidores (I)

- Definir con detalle el perfil
- Fuentes información distribuidores:

→ Asociaciones profesionales:

<http://www.spectaris.de/index.php>

<http://www.oitda.or.jp/index-e.html>

<http://www.swissphotonics.net/home.html>

Búsqueda de distribuidores (II)

→ Clústers

<http://www.floridaphotonicscluster.org/>

<http://clusters.wallonie.be/photonique-en/>

- Distribuidores de empresas con productos complementarios

Ejemplo : espectrómetros

<http://www.edinburghphotonics.com/>

Producto complementario: cámaras


<http://www.raptorphotonics.com/>

The screenshot shows the Raptor Photonics website homepage. At the top, there is a navigation bar with the company logo "Raptor photonics Capturing Tomorrow" and a menu with links for HOME, ABOUT US, PRODUCTS, TECHNOLOGY, PURCHASE, and CONTACT. A search bar and a "DISTRIBUTOR LOGIN" button are also present. Below the navigation bar, there is a "LATEST NEWS" section with three news items: "New White Paper published on High...", "The Eagle has landed! Raptor launches...", and "Raptor launches the NINOX 640, a cooled...". The main content area is divided into two columns. The left column features a "Distributors" section with a world map showing several locations marked with orange dots. The right column features an "Upcoming Events" section with a banner for "SPIE. PHOTONICS WEST" on February 7th, 2015, at Booth #5031. Below the map, there is a text box that reads: "Raptor is always searching for distributors Worldwide. If RAPTOR products are compatible with products you currently distribute and you would like to add a value added product line, please contact us: sales@raptorphotonics.com". The bottom of the screenshot shows a Windows taskbar with various application icons and a system tray with the date and time (0:37 13/01/2015).

http://www.raptorphotronics.com/distributors

Surveillance

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CHINA

Scientific

Raptor works with several companies across China. Please contact one of the following:

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https://www.google.co.uk/url?sa=t&rct=j&q=&esrc=s&source=web&cd=7&ved=0CFEQFjAG&url=http%3A%2Fwww.raptorphotronics.com%2Fdistributors&ei=xlm0VJSwCcmxJfK5g_gE&usq=AFQjCNG0W9b009MLEWFNKMmMAWTM9OsGw

Búsqueda libre por palabras

The screenshot shows a Google search page for the query "photonics distributor". The search results are displayed in a list format. The first result is "Photonics Distributors / Agents - Edinburgh Photonics" with a URL and a brief description. The second result is "European partners and distributors | NKT Photonics" with a URL and a description of their products. The third result is "Zugo Photonics: Photonics Distributor | Imaging | Spectrometer" with a URL and a description of their services. The fourth result is "General Photonics Corporation - Distributors" with a URL and a description. The page also includes a cookie notice, navigation tabs, and a taskbar at the bottom.

Photoniques x cordis.europa.eu/fp7/ict/ x photonics distributor - Bu x Edinburgh Photonics x

https://www.google.es/#q=photonics+distributor

www.uned.es/educa... agence commerciale Règles de responsab... Gmail: correo electr... Aromalves: Le traite... ALGERIA capsol - Google Sear... World Bank Group voluntariat

Google photonics distributor Iniciar sesión

Web Imágenes Noticias Maps Shopping Más Herramientas de búsqueda

Aproximadamente 241.000 resultados (0,19 segundos)

Las cookies nos permiten ofrecer nuestros servicios. Al utilizar nuestros servicios, aceptas el uso que hacemos de las cookies.
Más información Entendido

Photonics Distributors / Agents - Edinburgh Photonics
www.edinburgh**photonics**.com/contact-us/agents/ Traducir esta página
Photonics Distributors / Agents. Our global network is here to provide you with the service and support you need, when you need it. To contact your nearest ...

European partners and distributors | NKT Photonics
nkt**photonics**.com/side8298.html Traducir esta página
KOHERAS narrow linewidth low noise fiber lasers, SuperK supercontinuum lasers, CRYSTAL FIBRE microstructured **photonics** crystal fibers.

Zugo Photonics: Photonics Distributor | Imaging | Spectrometer
www.zugophotonics.com/ Traducir esta página
Zugophotonics are the premier regional asia **distributor** that supply wide range **photonics** product include miniature spectrometer, molecular imaging, low light ...

General Photonics Corporation - Distributors
www.general**photonics**.com/Old.../distributor.htm Traducir esta página

Windows Mail Chrome Firefox Edge Internet Explorer Word

0:03 13/01/2015

Redes sociales

The screenshot shows a web browser window displaying a LinkedIn search results page. The browser's address bar shows the URL: <https://www.linkedin.com/vsearch/p?company=AIXTRON&openAdvancedForm=true&companyScope=CP&locationType=I&countryCode=de&rsid=459170001421105>. The search results are filtered for 'AIXTRON SE' and show several profiles:

- Director Business Development at AIXTRON SE**: Kreisfreie Stadt Aachen y alrededores, Alemania • Semiconductores. 1 contacto compartido • Similares. Botón: Conectar.
- Klaus Schiffer** 2º: Director Sales Micro Technology at 4Jet Technologies GmbH. Kreisfreie Stadt Aachen y alrededores, Alemania • Energía renovable y medio ambiente. 1 contacto compartido • Similares. Botón: Conectar.
- Barry O.** 3er: Key Customer Satisfaction / Senior Key Account Technologist at AIXTRON SE. Kreisfreie Stadt Aachen y alrededores, Alemania • Semiconductores. Botón: Enviar mensaje InMail.
- Miembro de LinkedIn**: Process Engineer / AIXTRON AG. Kreisfreie Stadt Aachen y alrededores, Alemania • Semiconductores. Botón: Enviar mensaje InMail.
- Vishnoi P.** 3er: Project Manager at AIXTRON SE. Botón: Enviar mensaje InMail.

The left sidebar contains search filters: 'Personas', 'Palabras clave', 'Nombre', 'Apellidos', 'Cargo', 'Empresa' (set to AIXTRON), and 'Universidad'. The right sidebar features a 'Busqueda premium' advertisement, 'Herramientas de búsqueda premium', and an advertisement for 'Defensa de Consumidores'. A notification for Jackie Bojor is visible at the bottom right.

Buena suerte!



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www.int-team.com



www.secpho.org