



BRICKING SOLUTIONS

A DIVISION OF **BROKK**

Asia Sales & Technical Seminar

Crystal Crown Hotel, Malaysia

4th – 7th April 2008



CEMAX

Moving Forward

CEMAX Group Of Companies



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Bricking Solutions & CEMAX Supports





- Sales and technical trainings
- Marketing tools and materials
- Reference visits
- Sales visits
- Technical audits
- Protecting the area
- Sharing of information





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Conclusions





To do list (general matters)

- Database of clients
- Survey clients equipments





To do list (existing clients)

- Status of existing equipments
- Request for technical audits
- Arrange technical audits
- Propose accessories and spare parts





To do list (new clients)

- Contact and approach
- Sales visits
- Reference visits (if necessary)





To do list (clients with competitors equipments)

- Status and comments of competitors equipments
- Propose for replacement or trade-in
- Propose accessories

