PRE-NDA / ONE-PAGE OVERVIEW / AETEK.EU PDF DOWNLOAD

Business Model Disclosure

For European industrial manufacturers and technology companies

You bring the technology. We build the market.

AETEK develops industrial opportunities and dedicated market-development capabilities in Kazakhstan, Uzbekistan and selected Central Asian markets. Depending on the mandate, AETEK may build, operate and transfer defined local business functions to the Principal.

OUR OPERATING LOGIC

MARKET INTELLIGENCE → MARKET ACCESS → OPPORTUNITY DEVELOPMENT → EXECUTION → MARKET BUILDING

SIX INTEGRATED SERVICE CAPABILITIES

Industrial Representation & Market Access
Industrial customers, stakeholder engagement and local commercial presence.

Sales & Opportunity Development
Qualified demand, account development and documented opportunity pipelines.

Industrial Procurement
Sourcing of European machinery, equipment, components and spare parts.

Market Intelligence & Consulting
Market assessments, project signals and actionable entry decisions.

Industrial Project Development
Project origination and coordination of technology and engineering partners.

Strategic Partnerships & Market Organization
Commercial partnerships, dedicated operating resources and localization.

THREE ENGAGEMENT MODELS

01 PROOF OF PERFORMANCE PILOT
A defined, paid market-development pilot with agreed milestones and evidence of qualified commercial progress.

02 MANAGED MARKET ORGANIZATION
Dedicated, continuing commercial development operated through agreed AETEK and local resources.

03 BOT / BOTT
Build, operate and, where agreed, transform and transfer a defined market organization to the Principal.

CLEAR ALLOCATION OF RESPONSIBILITY AND VALUE

THE PRINCIPAL RETAINS product and technology ownership, pricing, technical approvals, contracting authority and strategic investment decisions.

AETEK DELIVERS agreed market-development work, qualified opportunities, commercial coordination, operating processes and transparent reporting.

COMMERCIAL PRINCIPLE fees compensate defined services and operating capabilities; success-based remuneration and any transfer consideration are agreed separately.

REQUEST THE FULL PRE-NDA BUSINESS MODEL DISCLOSURE

The comprehensive AETEK disclosure document can be provided upon direct contact. It details service scope, mandates, responsibilities, remuneration principles, anonymized experience and BOT/BOTT transfer arrangements.

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