

Partnership Levels Overview

	Level	Purpose & Focus	Included Services	Term	Ideal For
	Strategic Partner	Full commercial representation and market development across agreed territories. Long-term collaboration for established brands.	• Dedicated account & territory management • Strategic planning and reporting • Buyer development & product positioning • Market feedback and performance reviews • Representation at trade fairs or meetings	6–12 months (renewable)	Producers seeking structured, high-level representation and consistent market growth.
	Preferred Partner	Balanced, ongoing representation with regular buyer contact and brand promotion.	• Buyer outreach & introductions • Product presentation & follow-up • Periodic activity reports • Market feedback • Light account management	3–6 months (rolling)	Brands needing steady support and proactive buyer engagement without full strategic management.
	Network Partner	Entry-level collaboration giving access to our network for trials or short-term projects.	• Buyer introductions • Ad-hoc market support • Limited reporting • Opportunity-based representation • Optional sampling coordination	Flexible / project-based	Producers testing new markets or products with low fixed cost and flexible engagement.
	Trade Partner	Simple, results-based cooperation for single transactions or introductions.	• Buyer introductions • Communication & deal facilitation • Contract support (if required) • End-to-end transparency	No fixed term	Suppliers seeking straightforward, commission-only transactions and direct sales support.