

# LBS PARTNER PROGRAMMES

## THE LIBYAN TRADE PARTNER PROGRAMME

### Develop new Business Channels with Access to Qualified International Vendors, Products & Services

The LBS Libyan Trade Partner Programme provides established Libyan based organisations with opportunities to develop new customer markets, distribution and retail channels. Gain access to leading International vendors, products and services and grow your business with the latest training, business consultancy and procurement services all designed to increase your sales opportunities. For every major industry category we offer pre-qualified and financially vetted international organisations who have the capacity and the commitment to supply your retail, distribution and sales channels.

Our Trade Partner Programme ensures you deal with only the highest quality suppliers selected using a strict criteria of financial and business performance metrics. This not only reduces the time and money it takes for you to source, procure and import international products and services, it allows you to generate new revenue streams and expand your product lines and market sectors. The LBS Trade Partner Programme increases the breadth of your solutions portfolio, increases your average contract size and improves your profitability.

### Programme Services

The Libyan Trade Partner Programme provides a number of services to get your business competing effectively within your chosen markets:

#### *Sales Support, Business Development & Training*

All partners undertake an accreditation programme that offers modern sales training, business skills tuition and consultancy briefings. These services help you to focus on your business goals to maximise your chances of success in today's international business environment. We can also work alongside you to open up new sales opportunities, market sectors and engage with prospect clients on your behalf.

#### *Vendor Selection*

Our extensive list of pre-qualified vendors provide you with a comprehensive selection of the most appropriate products and services to represent within your sales channel. We also develop tailored company and financial reports and provide additional, legal, financial, operational and managerial resources that are necessary to fill any skills or knowledge gaps that you may have.

#### *Procurement Services*

Working with LBS means the procurement process is undertaken as smoothly as possible, with minimal risk and cost to you, speeding up your sales cycle. We enable you to concentrate on your project, focus on your business and ensure the best rewards are gained by all parties.

- Immediate access to International vendors, products and services.
- Provision of the latest financial and company reports.
- International trading advice, training and business consultancy.
- Gap analysis, fulfillment & new business development activities.



### The LBS Trade Partner Commitment

- As an LBS Trade Partner our vendor selection service minimizes your risk.
- Every LBS sourced vendor is certified following a strict criteria of capability and performance - we can also recommend organisations based on your own purchasing criteria.
- LBS undertakes a consultancy process to establish your business goals, we provide a capability assessment and identify new sales opportunities.
- Business training is provided to educate your employees on International trade values, business culture and sales skills.
- LBS can fulfill any skills or resource gap you may have in your organisation allowing you to provide higher value solutions & additional services.
- These activities are undertaken immediately - we can provide you with qualified vendors usually within two weeks of our involvement.

#### BENEFITS AT A GLANCE:

- The LBS Trade Partner Programme allows you to develop new sales channels and offer new higher value solutions to your customers.
- Significantly speeds up your procurement process and minimises your risk to maximise your profit margins.
- Vendor partners are shortlisted and pre-qualified by size, growth, profitability, credit rating, capacity, suitability and experience.
- The vendor programme shortens your sales cycle, helps you to focus on your project and takes away the administrative burden.
- Full business and financial reports are provided on each vendor.
- LBS can fulfill any skills gap & manage all sales logistical & legal tasks.
- Certification provides you with an added competitive advantage when dealing locally and internationally.

MARKET SECTORS COVERED	
<b>Infrastructure &amp; Construction</b>	<b>Appliances &amp; Tools</b> <b>Communications Equipment &amp; Services</b> <b>Agricultural Machinery</b> Construction Supplies, Fixtures & Raw Materials <b>Construction Services</b> <b>Fixtures, Fittings &amp; Office Equipment</b> <b>Iron &amp; Steel Fabrication, Supply &amp; Services</b> <b>Real Estate Operations</b> <b>Security &amp; Safety Systems &amp; Services</b>
<b>Oil &amp; Utilities</b>	Oil & Gas Operations Oil Well Services & Equipment Containment & Dispersal Electrical Utilities, Instruments & Controls Waste Management Services Natural Gas Utilities Water Utilities & Transportation
<b>Healthcare</b>	Pharmaceutical Products Medical Equipment Biotechnology & Drugs Chemical Manufacturing Healthcare Facilities Hospitals & Patient Care
<b>Education</b>	Schools, Colleges & Universities Libraries Job & Skills Training Vocational & Rehabilitation Services
<b>Banking &amp; Finance</b>	Savings & Commercial Banks Investment & Financial Services Insurance - Accident & Health Insurance - Property & Casualty Insurance - Life & Business
<b>Retail</b>	Clothing, Apparel & Footwear Department & Discount Grocery & Foods Speciality & Technology Restaurants
<b>Professional &amp; Business Services</b>	Specialist Staffing <b>Office &amp; Translation Services</b> <b>Courier &amp; Transport</b> <b>Warehousing &amp; Distribution</b> Hotels, Tourism & Travel
Based in Tripoli, London & Manchester, LBS has over 10 years experience of dealing in International and Libyan markets, giving you access to a unique blend of knowledge and expertise.	