



Increase your profits... Optimize the top line!

Sounds familiar?

- ✓ You are uncomfortable during the negotiation process
 - You don't like conflicts
 - You feel intimidated
- ✓ You really want to win a contract but believe the customer's requirements are too onerous
- ✓ You are afraid to lose a contract if you don't say yes quickly
 - « We'll resource the package if we don't get our prices... »
- ✓ You are overwhelmed by lengthy, sophisticated and unilateral contracts
- ✓ You believe your company is too small to obtain what you believe is fair
- ✓ You are often frustrated with the negotiation process and have lost faith in « win-win » negotiations

Level the playing field!

- Team up with an experienced and recognized negotiator with more than 25 years of experience in the negotiation and setting-up of procurement contracts in the aerospace sector, both internationally and locally
- ✓ Preparation of professional commercial offers that will attract your customers' attention
 - ✓ Contractual negotiations with your customers
 - Negotiation strategy
 - Contract review and highlight of the significant points that can and should be negotiated
 - Support to your negotiation team: or
 - Direct negotiation with your customer on your behalf
 - Contract write-up

Some advantages...

- ✓ Increase your chances of winning without losing your shirt and optimize your revenues...
 - Don't leave money on the table by saying yes too quickly
 - Don't bet the future of your company by accepting onerous and unilateral terms and conditions
- ✓ Increase your level of confidence "vis-à-vis" your customers
- ✓ Reduce your stress level during the negotiation process
- ✓ Project a professional corporate image during the bid phase and the negotiation process
- ✓ Distinguish yourself from the competition!