



Business Partner Concept

3.14

Partner Opportunities



We are looking for partners who have:

- Business experience in the aviation market where they are seeking for an additional business solution.
- A strong desire to succeed, work hard, and contribute to a winning team
- Demonstrated personal integrity with emphasis on interpersonal skills
- A willingness to participate in a comprehensive training program
- A willingness to devote full-time efforts to the day to day operations of the business
- A history of success and the ability to work well within a structure
- Resources to be invested into the business

A-Teck's offer:

- A chance to run your own business without being alone.
- A chance to add new business fields to your existing operation.
- Support in the areas of operations, training, advertising, marketing, construction, purchasing and equipment.
- Personal growth and business knowledge from A-Teck's extensive training
- Financing of business
- Are you interested? Please talk to us.

The Reasons



- 1** Experience and know-how in the aviation industry since 1953.
- 2** Seamless connection with global manufacturers: LockTec, PolyComm, MissingX, bitmanager.
- 3** Professional high quality products for direct and corporate customers.
- 4** A global internet platform which integrates each country, communicates information and generates income.
- 5** Consulting services to run a profitable business including Yield Management tools.
- 6** Tailor-made, outstanding and award-winning marketing and corporate identity concepts.
- 7** Exclusivity and brand name protection in your territory.
- 8** A-Teck is a member of several major t Boards and Business Associations.



Markets

A-Teck currently boasts a number of operations mainly in Europe and South Africa. It's why our Market Plan focuses on these geographical areas. And it's why we are creating business partner opportunities across the globe in key markets where we think further opportunities exist.

Products

"One size fits all" does not fit with us or our customers. Customization is king. The airports demands says something about them. How we approach their demands or problems says something about us. It's just that simple. We know our core business. And, importantly, we know how to communicate our to them in a way they want it. To appeal to a broader customer base, we also offer a variety of equipment choices. And we continue to develop new and exciting products like our Lost Property solutions



People

We're very selective about who we choose to join the A-Teck family. Whether it's a partner or employee, we select only the best of the best. Once you're part of the family, you'll receive world-class training that fully prepares you for the road ahead.

Training

There's a lot to learn to operate successfully. Our business partner training will provide you with the skills to help build a successful business in today's competitive marketplace. We offer an initial training that covers a broad range of technical and managerial skills. You can add courses for you and your team to further your experience and help you round out your business and operations knowledge.



Marketing

What's a name? When you are a global brand, everything. There are more than 25 years of brand history – and counting – behind the A-Teck brand. Day in and day out, our marketing team turns innovative ideas into winning programs that resonate with our customers and expand our brand on a global level. Whether it's on your business or halfway around the world, we ensure that our customers know exactly what to expect when they see our logo. No matter where you go, no matter what language you speak, the A-Teck brand represents quality you can trust.

Operations

It's our mission to ensure that a customer's experience is equally outstanding. Our Clean & Safe and Friendly & Fast services allow us to live up to the service that our customers deserve and have expected. Our operations team members will work directly with you and your teams to ensure that you're operating at the highest level ... and living up to the A-Teck name.



Application

We have developed a simple, step-by-step approach to managing our business partner application process. First, you'll meet with the A-Teck-team so you can get to know our brand and we can get to know you. Our team will consist of field members from the geographic location that interests you, as well as senior-level executives. These meetings are your opportunity to learn everything you've ever wanted to know about A-Teck. We want to address your questions up front, because this is where we determine your fit in our family.



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