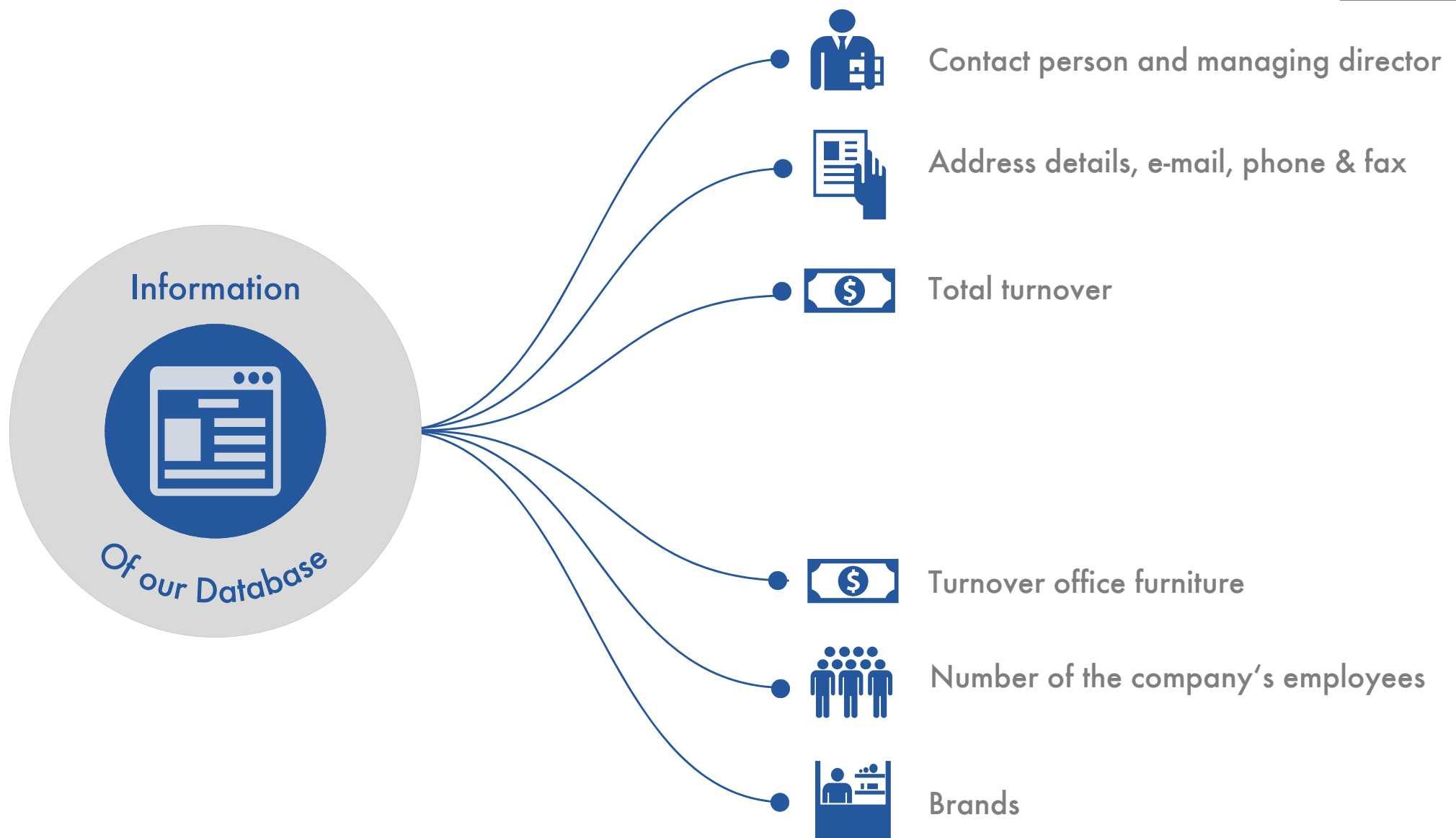




## IC Power Database Office Furniture Dealers

**The Database for new  
sales partners in the  
office furniture industry**

# If Office Furniture Dealers Are Your Customers, Then You Need to Know All About Them...



# The Database for more Partners in the Office Furniture Market

## Our solution

We are providing you a detailed Database of German office furniture dealers with information about:

- Contact person and managing director
- Address details, e-mail, phone & fax
- Size category:
  - ✓ Total Turnover
  - ✓ Turnover Office Furniture
  - ✓ Company's employees
- Current Partners

Basic data per company:  
Office Furniture XY  
Industriestraße 1  
D-10000 Aichach  
Managing director  
Mr. Dr. Franz Mustermann  
[mustermann@büromöbel.de](mailto:mustermann@büromöbel.de)  
<http://www.büromöbel.de/>  
Phone.: +49(70)45825-44  
Mobil: +49 67613940121  
Fax.: +49(70)4585244-45

## Sample Dataset

Company	Total Turnover in m Euro	Turnover office furniture in percent	Number of employees	Brands
Office Furniture Dealer A	1 - 5 m	90%	20 - 50	Vitra Sedus
Office Furniture Dealer B	5 - 10 m	75%	50 - 100	Dauphin Wilkhahn
Office Furniture Dealer C	10 - 50 m	100%	<20	Palmberg Haworth
Office Furniture Dealer D	50 - 100 m	60%	200 - 500	Kinnarps Knoll
Office Furniture Dealer E	> 100 m	80%	100 - 200	Steelcase

# Available are the following Dataset...

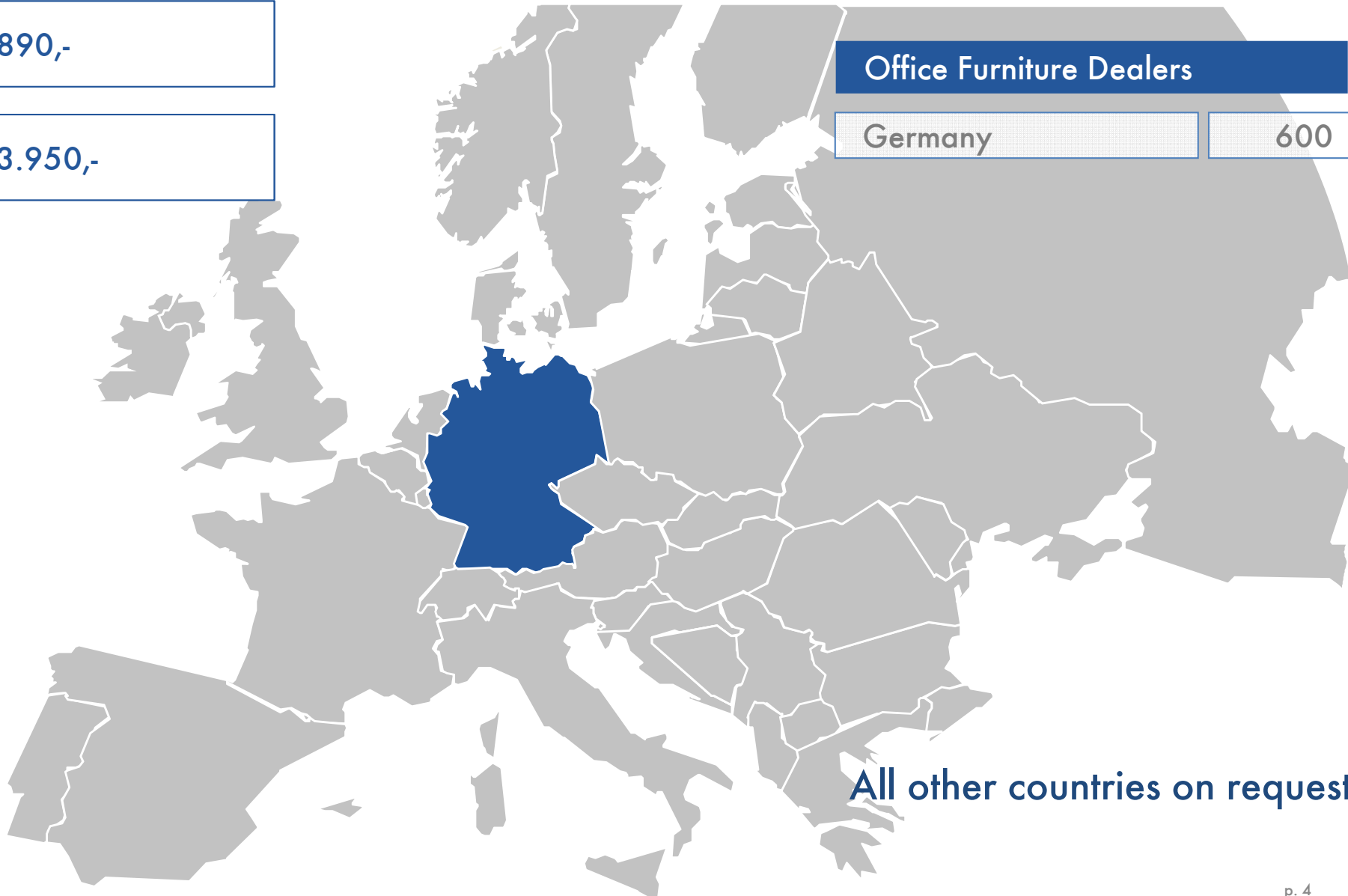
100 Datasets: € 890,-

600 Datasets: € 3.950,-

Office Furniture Dealers

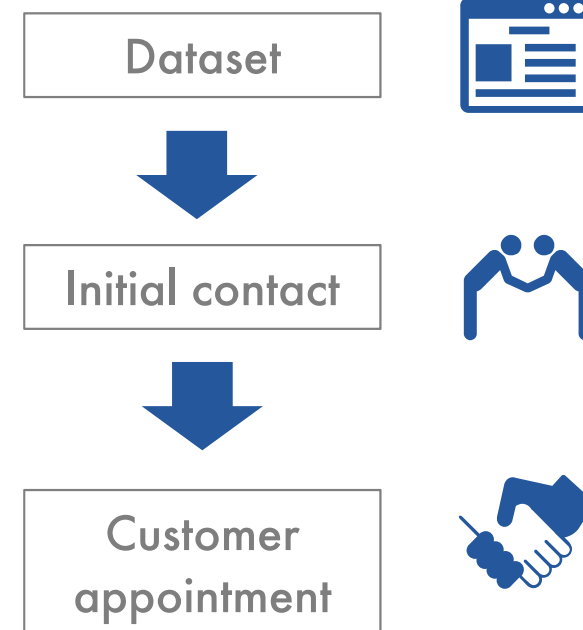
Germany

600



## Optional: Screening & Appointments for creating new leads

- We support you to generate appointments with office furniture dealers.
- Therefore we will work out a questionnaire for any further questions from your side (e.g. willingness to change supplier, technical details, etc.) as well as an appointment with your sales representative.
- Your investment costs: hourly rate € 49,- + success fee € 19,- per appointment + Kick-Off costs of € 900,-.
- Much Fun - No Risk with Soft cancellation: You receive a weekly feedback on project contacts and appointments. Furthermore you can cancel a project without any further costs, in case you are not satisfied with the output.



# Why InterConnection Should be Your Partner...

- 15 years of experience with over 1000 studies and databases in 30 countries, which we update every year.
- We have our own sales center with 15 places in Lemberg and expertise in 20 languages.
- Detailed and regularly updated corporate database for 100 industries.
- Partners and offices in Vienna, Bratislava, Lemberg and Buenos Aires.
- The high quality standards of a consulting company.

## Projects of note in regards to generating leads:

- KOKUYO: Segmented database of 200 potential customers in Germany with scheduled appointments
- Remmers Lacke: Identification of sales partners in Great Britain
- Repair Care: Database of 200 customers in Germany with scheduled appointments
- Rigips: Prospect inquiries with builders in Austria
- Sigma Coatings: Segmented database of 100 potential customers in Germany
- Hewlett-Packard: Search for retailers in Spain
- Mettler Toledo: Research of distributors in four European Countries

**We are happy to support you in optimizing your marketing strategy!**

Every business is different and has an individual and special sales situation. That is why we can make you an offer that is tailored to your needs, providing you with an optimal cost/benefit ratio.

**Interconnection Consulting**  
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