



Data-Driven
GROWTH
KNOW. REACT & GROW

ECOTECHNICS

SIMPLY EFFICIENT

**USEFUL
MARKET
INFORMATION**

**SALES-SUPPORT:
PROMOTION
AND INCENTIVE**

**TEAMBUILDING
MONTHLY MEETING**

**CHALLENGE:
MONTHLY AWARDS
FOR BEST PERFORMERS**

**KNOW.
REACT
& GROW**

The challenges of becoming DATA-DRIVEN

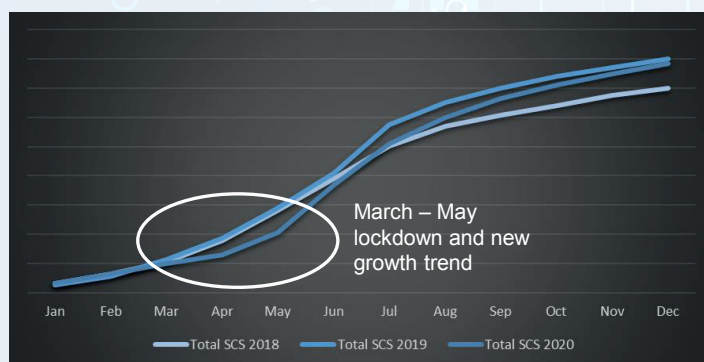
Ecotechnics conquers growing market participation thanks to the competent daily commitment of distributors, their salespeople and technicians on the field.

Any new activated machine represents a further small step towards success.

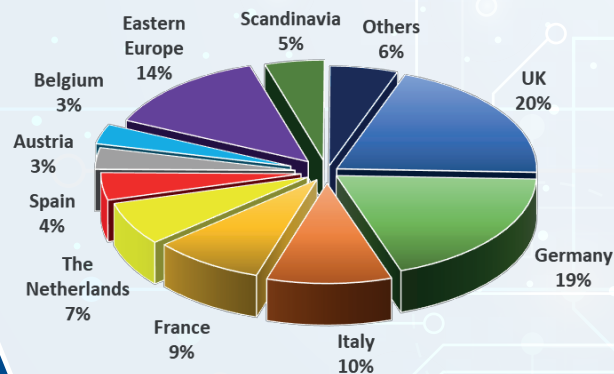
2020 has been an extraordinary year for everybody both in personal and professional life. Rapid reaction and reorganization, settled up from March to May, granted new energy to positive growth trend.

The progress of results has been monitored by activation data, week by week, country by country. This prompt information helped to implement well timed Marketing activities focused on sell-out support. The growth trend has then been constantly positive.

ACTIVATED MACHINES 2018-2020



2020 SHARE % MAIN EUROPEAN COUNTRIES



Identify and unlock
the full potential of your data
with our strategy-based approach

SHARED PROGRESS INFORMATION 2021

SCS is pleased to share these
progress-information with its
Partners.

Highly helpful information for
prompt short-term implementation
of well timed and targeted sales
actions and coordinated
management in sales and purchase
planning.

Each month SCS will inform its Partners on
the progress of results.

The data-driven organization puts data and
analytics front and center in its business strategy.
It differentiates itself from competition by making
data-driven optimization part of daily operations.

INDIVIDUAL PERFORMANCE



Any Partner will receive its own individual sell-out results
month by month compared to last year.

2020 SHARE % MAIN EUROPEAN COUNTRIES



Any Partner will be informed on the progress of main
geographical areas as a helpful indicator
for comparison with its own performance.

Let's keep our network in
COMPETITION

KNOW. REACT & GROW

**Aim for growth needs
efficient (re-)action based
on knowledge.**

SCS is pleased to invite its
Partners to "Data-Driven
Growth".

Data-Driven Growth will "personally"
(virtual) meet Partners monthly to share
market information on international A/C
business and Ecotechnics opportunities.

Information to make sure necessary knowledge
for adequate reaction to grow.

**Let's keep our network in competition: any
month most performing Partners of our network
will be awarded.**

JOIN US FOR OUR **VIRTUAL MEETING**



SAVE THE DATE
12 April 2021 / 14.00 - 14.45

KNOW.
REACT
& GROW



Data-Driven
GROWTH
KNOW. REACT & GROW

ECOTECHNICS

SIMPLY EFFICIENT

TOP
International Distribution Network

TEAM BUILDING OCCASION

A team that works
together performs and
excels.

OUR GOALS

- more open communication
- increase in productivity
- greater familiarization
with company culture

Let's GROW
TOGETHER

PROUD TO BE **PART OF IT**



TEAMWORK
makes the dream work.

KNOW.
REACT
& GROW

Good Luck
EVERYONE

INCENTIVE & **MOTIVATION**

Each month SCS will reward best performers among all Partners with the Swiss Tool Spirit X, personalized with engraved Ecotechnics logo.

A perfect combination of functionality, quality and elegance.
Multi-tool made in Switzerland with 24 functions. Nylon case included.

Its just a sample among countless possibilities of highly efficient Marketing tools to support sales campaigns, local fairs or motivate your salespeople.
If you're interested in this sample of gift giving selection for your local actions, please ask us or your area manager.



THANK YOU TO
BEST PERFORMERS

