



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

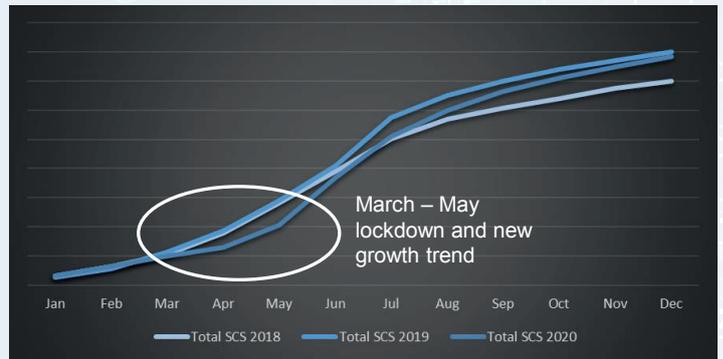
**Ecotechnics conquers growing market participation thanks to the competent daily commitment of distributors, their salespeople and technicians on the field.**

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

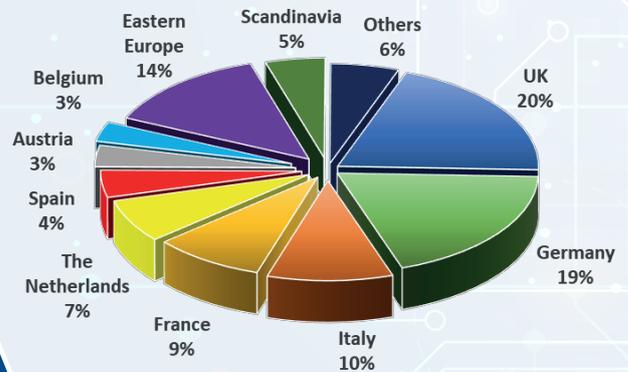
2020 has been an extraordinary year for everybody both in personal and professional life. Rapid reaction and reorganization, settled up from March to May, granted new energy to positive growth trend.

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.



**Data-Driven  
GROWTH**  
KNOW. REACT & GROW

**ECOTECHNICS**

SIMPLY EFFICIENT

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**



**zoom**

**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

PROUD TO BE **PART OF IT**

**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**

**TEAMWORK**  
makes the dream work.

KNOW.  
REACT  
& **GROW**





Data-Driven  
**GROWTH**  
KNOW. REACT & GROW

**ECOTECHNICS**

SIMPLY EFFICIENT

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



VICTORINOX

