

TEDOM

PARTNERSHIP PROGRAM

Become an Authorized TEDOM Partner

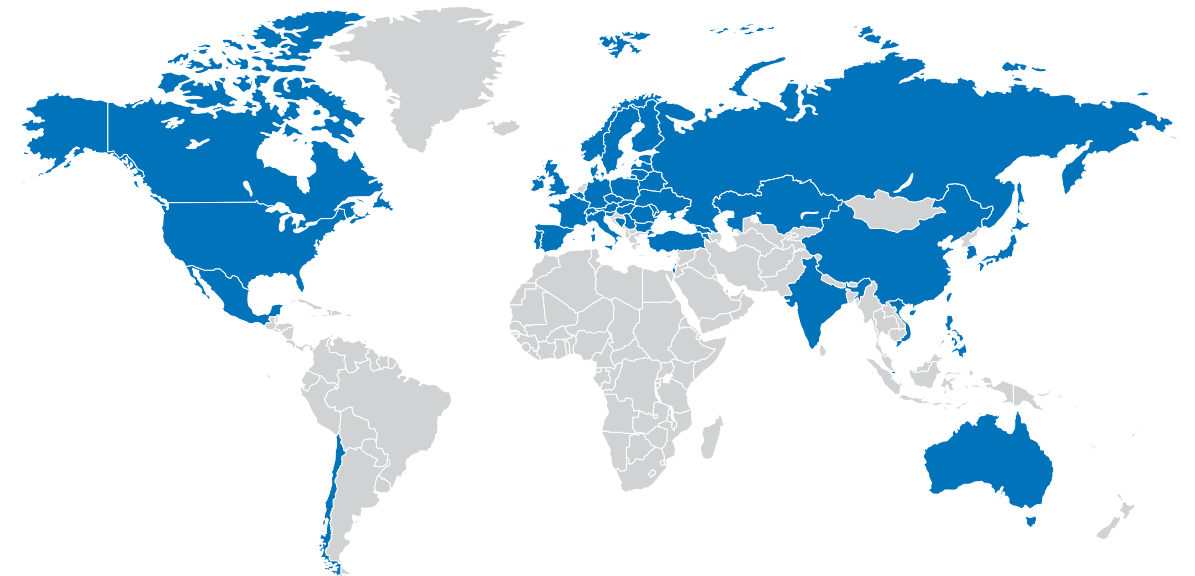
- Sell high quality products that have been applied in dozens of countries around the world!
- Collaborate with TEDOM and we will help you to increase your turnover and profit!
- Benefit from our incentive program: The more you sell the bigger discount you get!
- Join a team of more than 50 partners worldwide!

What we expect from our partners

- ✓ You should be skilled in installing and servicing CHP units, gen-sets or at least combustion engines.
- ✓ You should be financially stable and capable of buying and reselling CHP units.
- ✓ You should be familiar with conditions on the CHP market and be aware of current demand for CHP units.
- ✓ You should be eager to learn and continuously follow new trends in the CHP industry.
- ✓ We expect mutual cooperation while sharing important information.

Who We Are

TEDOM specializes in the development, production, installation, and operation of CHP units. Owing to many years of experience, we are capable of meeting various needs of our customers. The worldwide activities and close cooperation with proven partners enable us to react flexibly and fast to specific local conditions.



How TEDOM Understands Partnership

In TEDOM we value our partners

Partners represent an essential part of our company. Thus, we want to work closely with them, to achieve our common goal: producing and selling TEDOM CHP units worldwide. Our partners know the local market very well. For this reason, partnership and mutual cooperation make sense to us and we will continue in improving this type of cooperation in the future.

We listen to partners' needs and address them

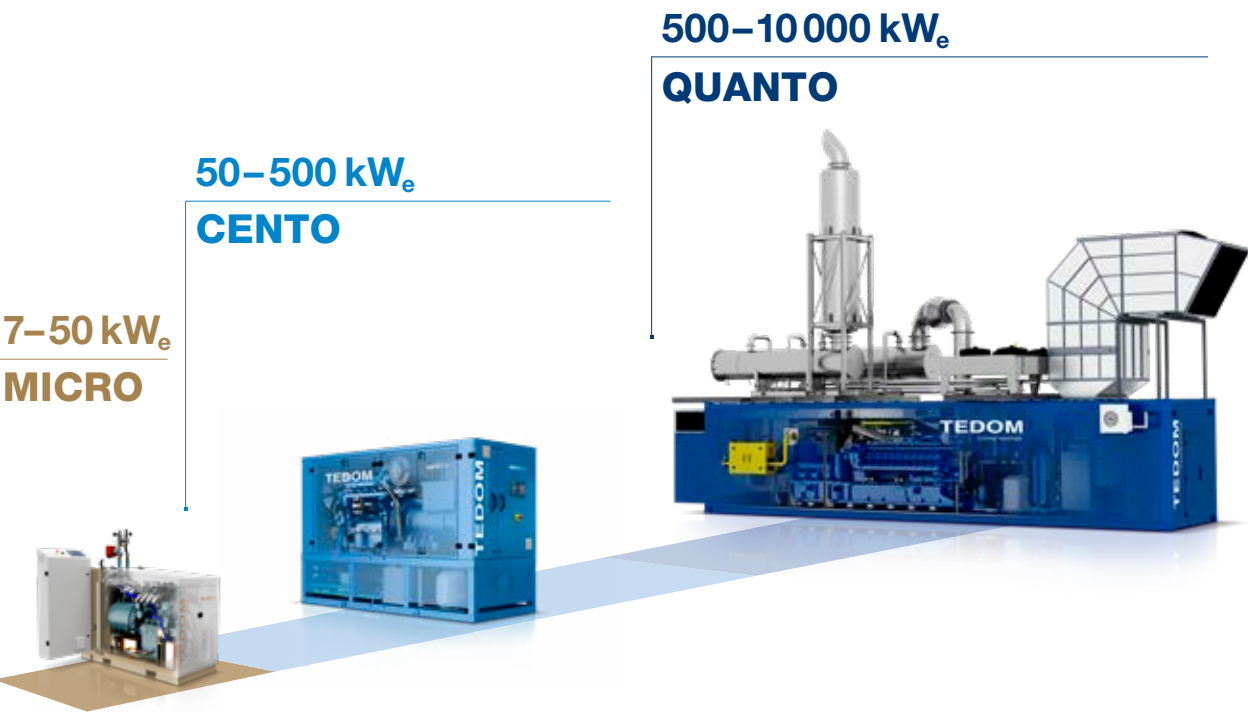
Every partner and market has its own, specific needs. Because of this, we are prepared to offer you several options of support that will be fully adapted to your situation and needs. At the same time, we expect constructive feedback and information sharing from our partners in order to continuously improve our cooperation.

We develop online tools for better cooperation

We have developed many modern and up-to-date online tools that enable easier and more efficient communication and cooperation. We are convinced that digitization is the key to make things significantly easier. We intend to follow this trend and move all available information online in the future.

Sales Support

With more than 60 CHP unit types, ranging from 7 kW to 10 MW, running on natural gas and biogas, 50 and 60 Hz design, we are convinced that our offer will suit every customer.



Dedicated Sales Manager

You will have a dedicated TEDOM Sales Manager, acting as your main contact and consultant in TEDOM. Apart from this, you will receive a login to the TEDOM online database, that contains all important technical data, drawings, and specifications necessary for compiling a professional and competitive offer.

High Adaptability to Local Needs

Thanks to our research and development team, we can react to requests from our partners and adapt our standard CHP design to requirements needed on certain markets. You can rely on our vast skills, adaptability and expertise.

Remote Access to Technical Documentation

All important documents (e.g. technical instructions, service plans, diagrams about the unit operation, digital maintenance logs and other reports) remain available online throughout the whole life cycle of every TEDOM CHP unit enabling effective workflow and reducing unnecessary communication.

Marketing Support

In TEDOM, we understand marketing as a mutual coopertaion. Partners inform TEDOM about the latest market trends. In return, our company is ready to address these trends and support marketing activities of our international partners.



Promotion of partners on TEDOM website

Contacts for all partners are listed on our website. Potential customers can therefore directly contact local sales representatives in each country.

Electronic and Printed Brochures

All partners have our brochures available, both in printed and electronic form. Many of them then use the option to print their contact details on the back or in the footer of the individual documents.

Trade fairs and exhibition support

We equip our partners with presentation materials for exhibitions and fairs. In case of participation in fairs or presentational events, we share the cost with our partners.

Fuel
Natural gas & Biogas

Output Range
7 – 10 000 kW

Design
50 & 60 Hz Solutions

Shared Adverts
in Magazines

Graphical Support
from a Professional Designer

Small Gifts
and Promotional Items

Training

The training center of TEDOM provides our partners with variety of in-depth programs to secure that all necessary information needed to install, operate and provide service to our CHP units are available and shared.



In-depth Training Programs

TEDOM engineers and technicians will offer you in-depth training to help you to fully understand the construction of TEDOM CHP units and the specifics of their operation. Once the training is finished, you will become a authorized service partner and receive a TEDOM dongle to perform warranty service interventions on our CHP units (without the assistance of TEDOM service technicians).

Variety of Programs

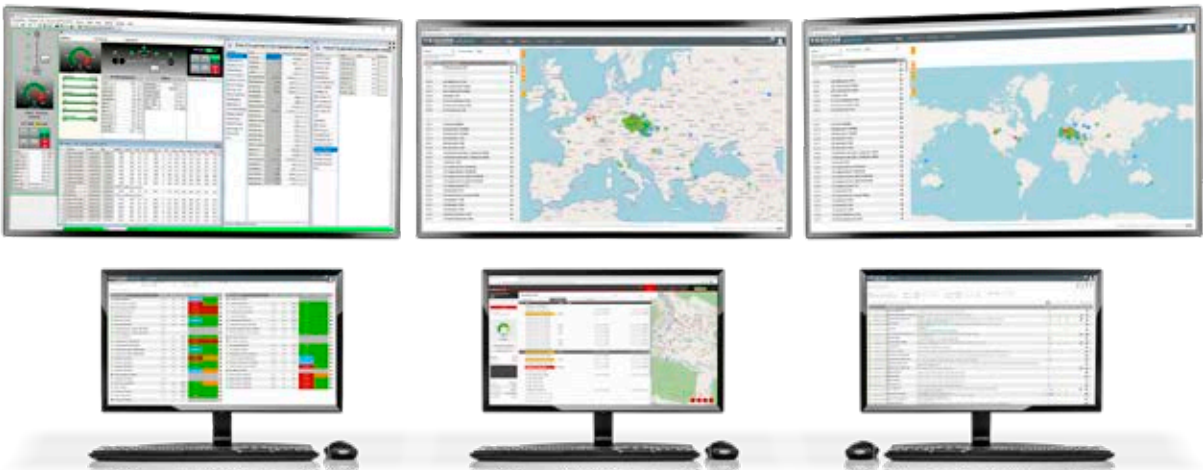
Our training program is divided according to the type of CHP unit but can be fully adapted according to your needs. Apart from service training – business, construction and control system trainings are available. Re-trainings are done on a recurrent basis or on demand.

Partners' Meetings

We organize Partners' Meetings regularly to inform our partners about new development and plans for the future in TEDOM and to collect feedback and ideas from our partners.

Service Support

The after-sales support is an integral part of our co-operation throughout the lifetime of TEDOM CHP units. Our specialists are ready to support you 365 days a year, 24 hours a day.



International Service Technicians Team

Thanks to our online tools, the after-sales service support is faster and more convenient for those who are servicing TEDOM CHP units. In addition, TEDOM international service technicians can support you when installing and commissioning the CHP unit anywhere around the globe.

Online Monitoring and Remote Controlling

This solution is opening a variety of ways on how to control TEDOM CHP units via an encrypted connection. Online monitoring tools offer not only the possibility to check important data online (current status, production history etc.), but CHP units can also be controlled remotely from any location in the world. This enables to avoid problems remotely or to prepare an effective maintenance trip in advance. Moreover our system can provide you with real-time failure allerts.

Effective Spare Part Supply

An essential part of every after-sales service is a fast and effective service support and spare part supply. Moreover, when trained, certified partners get a spare parts discount.

**The whole cooperation
at a glance:**

Business and marketing
support for product offer.

Training for a given
CHP Unit at TEDOM.

Production according to
customer requirements.

Delivery and commissioning
of the CHP unit.

Service support, delivery
of spare parts.



TEDOM **COGENERATION**

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