

## VM3COP27.37 - Searching for Distributors

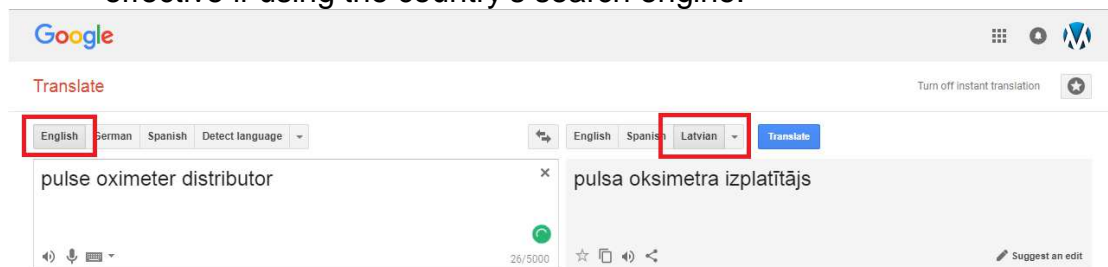
Distributor or manufacturer searches are often requested via the 'Office Jobs' list, see VM3COP03.04. There will be a country and/or a product requested. E.g., 'Medical Distributor Search – Latvia' or, 'Manufacturer Search – V1000'.

Potential distributors can be found using several methods.

1. Use a search engine, e.g. [www.google.co.uk](http://www.google.co.uk)

Searches could include, 'medical distributors Latvia', or an item in our product range 'pulse oximeters Latvia' or, 'capnograph retailers Latvia'

2. Use the relevant country's search engine and perform similar searches, e.g. Google in Latvia is [www.google.lv](http://www.google.lv)
3. Use a translation service such as: <https://translate.google.co.uk> and translate searches in to the local language for the country being searched for. E.g. the most used language in Latvia is Latvian, use Google Translate to search for our product range; this is especially effective if using the country's search engine.



copy and paste the translated text in to [www.google.lv](http://www.google.lv)



When you find a company who appear to be a suitable potential distributor, they need to be entered in to IntraStats.

From the, 'Sales' tab in IntraStats, click on, 'Potential Distributors Stage 1.1'



There are three drop down menus.

'Country' – use the drop down menu to select the relevant country

'Marketing ID' – use the drop down menu to select the relevant ID, if you can not find a relevant ID, ask the Marketing Department to advise you which one to use.

'Potential Distributor Type' – Use the drop down menu to select the type of distributor, e.g. medical, automotive, veterinary etc

In the, 'Base Web Address' field you need to add the web address of the potential distributors you have located. Only the base web address is needed. Remove the http:// or https:// and remove everything after the domain.

E.g. if the web address looks like this:

<http://www.viamed.co.uk/uk/?uid=&sessionid=&g=&i=&i=2&page=catagory&cat=353&subcat=454>

Only **www.viamed.co.uk** needs to be entered.

Then press the, 'Go' button and proceed to find another potential distributor.

When you have found all you can, use the Office Jobs list to forward the issue to the person who requested the search, i.e. the International Sales Manager or Commercial Director. Use VM3COP03.04 if you are unsure on how to do this.