

tegos intensifies its presence in the USA

October 14, 2008. tegos GmbH expands its distribution network in the USA substantially. Already in the beginning of the year a distribution agreement could be settled with the Michigan company Infoview Systems. Now, two other partners – ITA Corp., based in Maryland and iNECTA with offices in NY and Florida – join the worldwide partner network of tegos.

tegos applies the formula of success developed to realize an Europe-wide distribution network for the industry solution enwis) to the US Market. All distribution partners of tegos are Microsoft Business Solutions partners with comprehensive expert knowledge in implementing Dynamics NAV. Becoming a distribution partner of tegos, they simply integrate the industry solution developed by tegos into their portfolio.

In this international distribution channel, the existing ERP-competences of Microsoft Business Solutions partners are completed by the industry knowledge of tegos concerning the business processes of the waste management and recycling industry. This formula of worldwide distribution produces advantages for all parties involved, not least for the customer receiving a solution perfectly adapted to his needs and delivered by a local Partner.

The success of this decentralized distribution model is based on the knowledge of the local partner concerning the specific conditions of his market too. He knows the language and the mentality of his (potential) customers and he is able to adopt the solution delivered by tegos to national particularities, especially legal prescriptions concerning the handling, transportation, and disposal of (hazardous) waste.

The three new distribution partners of tegos in the USA cover with different offices spread from New York to Florida the whole territories of the East Coast of the USA, i.e. the economic center of the USA. Promising prospects raise expectations that the first deals with waste management and recycling companies located in the USA may be concluded before the end of this year.