

# Become a Frotcom certified partner

Knowing the market is a key factor to start a new business.

## KEY POINTS TO SUCCEED



### Google maps or HERE maps coverage

Frotcom solution uses Google maps and HERE maps. Please verify if they cover sufficiently the cities, regions and roads in your country, according to the market needs.

### Internet access

How fast is the internet access in your country? Bear in mind that it should be fast enough to keep customers satisfied when using the interface [frotcom.com](http://frotcom.com).

### GPRS coverage

Frotcom uses GPRS communications. How is GPRS coverage inside and outside major cities, main roads and secondary roads?

### Fleet Managers' needs

Knowing Fleet Managers' needs and expectations is crucial. Do they operate at an international, national or local level?

### Competition

Who are your competitors? How do they provide the service? How can Frotcom make a difference? Answers to these questions should complete your market study.

### Knowledge of the vehicle tracking and fleet management market

What is your knowledge of the vehicle tracking market in your country? Who are your potential customers? Are they already using any GPS tracking and fleet management solution? What is the average size of their fleets? Try to make a complete study of the market where you want to operate.

### Commitment to Frotcom

Starting a new business takes a lot of time and effort before you start seeing results. Can you commit at least one sales person exclusively for Frotcom sales?

### National coverage

Frotcom Certified Partners are exclusive distributors for the sale of Frotcom International products in their countries/regions. Can you provide national / regional coverage, both commercial and technical?

### English Knowledge

As an international company, our business language is English and all our partners should be fully proficient in the language.

*"We have been working with Frotcom as a Certified Partner for a long time, and have always appreciated the dynamic support and innovation that Frotcom International has provided to our company. There's a clear and common understanding of each other's business that enables us to deliver comprehensive and profitable solutions to the market. We definitely recommend Frotcom to business professionals looking for a good opportunity to invest."*



**Nasos Sideris**, Frotcom Certified Partner - Greece