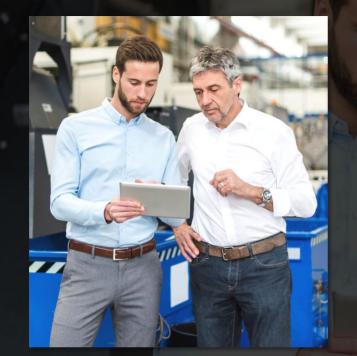


# Valience Partner Program

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#### What We Do





We Partner with and represent top construction product and service companies and sell and market to commercial, industrial, and institutional clients nationwide.

#### What We Do





- Create profitable business opportunities.
- Develop long-lasting client relationships.
- Sell construction products and services.
- Manage business development programs.

#### Partner Services



- Account Management
- BD Management
- Dealer Networks
- Event Representation
- Valience Associates
- Lead Generation
- Market Intelligence

- Marketing Services
- Prospect Nurturing
- Sales Management
- Sales Rep Networks
- Sales Presentations
- Sales Representation
- And more...

#### Valience Cost Savings



### Over 65% versus cost of sales employees. Over 70% versus cost of BD managers. Over 20% versus cost of manufacturers reps.

valience.net

#### Partner Benefits



- Over 30 years of construction industry business development experience.
- All the benefits of business development managers and staff without employee costs.
- Immediate access to industry business development experts without hiring costs.
- Most cost-efficient way to obtain experienced business development support.
- Structured, well-managed business development programs and processes.
- Improves business development effectiveness and efficiency.
- Attract and retain more profitable clients and project opportunities.
- Customized business development solutions and support.
- Local, regional and national sales representation.
- Expert account management for better customer lifetime value.
- Saves time and money launching new products and services.
- Frees up time to focus on other business responsibilities.
- Scale business development activities as needed without hiring employees.
- Ideal for companies in need of expert support with minimal budget impact.
- Augments in-house BD staff and programs.
- Start and stop anytime with no long-term commitment.

## Valience

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