



## Business Consulting & Strategic Support

### Accelerate your international growth with a structured and hands-on approach

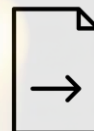
As a startup or SME, you are developing innovative products in photonics, deep tech, or high-tech, and you want to grow faster in international markets.

ArzhOptics supports you in structuring and deploying your export sales presence, combining strategic guidance with hands-on business development in your target markets. With an extensive network across Europe, North America, and the Asia-Pacific region, you gain faster access to the right ecosystems, partners, and decision-makers.

### Objective: more business, faster

- More qualified leads
- More B2B meetings
- More partnerships
- More international sales

The goal is to turn your technological potential into concrete commercial opportunities in your target markets.





## What we do for you

- Identification and qualification of strategic customers, partners, and distributors
- Direct outreach: calls, emails, and targeted messages to the right contacts
- Introductions to industrial decision-makers and key stakeholders
- Development and management of distributor and agent networks
- Deployment of commercial actions aligned with your strategy (campaigns, outreach sequences, follow-up)
- Support in defining and sharpening your value proposition for target markets
- Adaptation of your sales and marketing materials to customer expectations
- Strategic and operational support at each stage of your export development (country prioritization, sales channels, partnership models)
- Regular operational follow-up and pipeline reviews, with action-oriented recommendations

## What you can expect

Within 3 to 6 months, depending on your market and product maturity, you can expect:

- An active international sales pipeline with qualified prospects
- A significant number of qualified leads on your priority markets
- Real B2B meetings with buyers, integrators, and decision-makers
- Exploratory partnership opportunities with equipment manufacturers (OEMs) and strategic end-users in your target markets
- A 6–12 months export action plan to structure and scale your international growth

## Complementary services

This service can be combined with our Market Intelligence reports to validate your target markets before scaling, and with our Sales Representation offering for seamless execution in the field.

Email: [a.chardon@arzhoptics.com](mailto:a.chardon@arzhoptics.com)

Mobile: + 33 6 75 38 84 34

Website: [www.arzhoptics.com](http://www.arzhoptics.com)

