

China Sales Inc. Programs Comparison

Sales SUPERPOWER - China Sales Incubator, CSI

Sales superpower for as little as \$4,950 per month!

- ✓ CSI is an intensive full-service sales plus business development outsourcing program
- ✓ Quickly grows sales while laying the right foundation for your long-term success in China
- ✓ Maintain control over you business in China as we work closely with you
- ✓ Program is scalable to meet changing needs

You must have differentiated product offerings and a commitment to be in China long-term, first through outsourcing then with own manufacturing entity. See comparison table for more information.

Sales POWER - China Sales Outsourcing, CSO

Sales power for as little as \$3,550 per month!

- ✓ CSO is a scaled-down version of CSI focused only on sales
- ✓ Provides an aggressive sales effort without strategic business development support
- ✓ We help you evaluate market as we are generating sales
- ✓ Program is upgradeable to full CSI as business grows, conditions apply

You must have differentiated product offering and full commitment to support outsourced sales effort. See comparison table for more information.

Sales SUPPORT - China Sales Support, CSS

Sales representation for as little as \$1,350 per month!

- ✓ CSS offers professional sales representation less ethical, cultural and communication misalignments
- ✓ We use our existing resources to execute your campaign while minimizing your costs
- ✓ An easy effective alternative to Chinese agents or distributors
- ✓ Upgradeable to CSI or CSO if required

You must have product with solid value proposition in China and sufficiently support sales effort in China. See comparison table for more information.

We build sales and establish businesses for B2B engineered product companies in China. With our "pay-as-you-go" approach, you can defer investment in China-based assets, equity and people until both you and your business are ready. We believe in providing sensible options for sensible companies.

CSI "Engaged" Management Concept





Program Features	CSI	CSO	CSS
Full-Time Sales Engineer, recruited to client's spec	✓	✓	✗
Assigned Project Manager	✓	✓	✓
Sr. Management strategic & other support (hours/month min)	30	10	✗
Administrative support	✓	✓	✓
Dedicated office space, use of facilities & basic equipment	✓	✓	✗
Initial market opportunity analysis	✓	Short Version	Short Version
Monthly activity report & sales projects funnel	✓	Short Version	✗
Annual sales & business development plan	✓	✗	✗
Option to expand scope and/or full-time staff	✓	✗	✗
Primary Objectives of Program			
Fast sales generation at start-up	✓	✓	✓
Before sales, transaction, logistics & after-sales support	✓	✓	✓
Build-up long-term strategic sales opportunities	✓	✓	✗
Continuous feed of value-added consulting advice	✓	Limited	✗
Ongoing education for client on doing business in China	✓	Limited	✗
Manage legal, certification related & other processes	✓	✗	✗
Develop client's long-term plan & infrastructure in China	✓	✗	✗
Plan for & manage client's roll over into own entity	✓	✗	✗
Program Fees Breakdown			
Setup Fee	\$6,800 up	\$4,800	n/a
Monthly maintenance fee	\$2,800 up	\$1,950	\$850
Sales Engineer monthly salary reimbursement	\$1,500	\$1,100	n/a
Monthly Sales Expense reimbursement (work to budget)	\$650 up	\$500 up	\$500 up
Percent commission on sales transactions	Negotiated	Negotiated	Negotiated
Monthly fees starting at*	\$4,950	\$3,550	\$1,350

*Excludes Setup Fee & Commissions; See separate document separate CSI FAQ's for comparison with conventional alternatives.

Contact us at inquire@ChinaSalesInc.com or call +86 21 6247 3561 in China and +1 714 656 3488 in USA.