

US Link, what does it mean?

Challenges

Growth and the desire to become more independent of the national economy are reasons for a planned penetration of the North American market. The sale of European high-tech products across the Atlantic requires careful preparation, as well as an intensive customer liaison and support. The technical and legal requisites for complex capital equipment are quite different from Europe.

Successful Entry into the Market with INP Sales

INP builds the bridge to North and Central America for European companies that produce capital equipment. One of our most intriguing characteristics is our distinctive inter-cultural competence. Due to many years of sales experience with machinery and equipment into the North American market we thoroughly understand how to conduct business, and therefore we are able to represent small and mid size companies in a professional, reputable and efficient manner. We identify your customers, we monitor your competition, we accompany you from the initial contact to the final contract negotiations, and all the way through the project. Selling into North and Central America means intensive customer care- and we take care of your business.

Professional Service and Support right where it is needed

European machine and equipment builders who sell into the North American market need local, qualified personnel for the installation, commissioning, customer support, service and maintenance. In addition, American companies who operate production lines with European equipment need experts who understand the European technology. Our INP team comprises of German and American engineers as well as mechanics that have vast experience with European equipment. Our specialists offer first class know-how in automation, controls and electrical installations in various fields. Our portfolio includes electrical engineering, commissioning, production support, after-sales service and maintenance. INP stands for quality.

INP Group

INP International projects is a group of globally acting engineering companies focusing on the process control, electrical energy technology, automation and thermal process engineering industries. We are an independent service provider with offices in Germany, Switzerland, Austria, South Africa and the USA. For more than 20 years we have been a reliable and flexible partner for companies who are engaged in power plants, power technology, industrial automation, the steel industry and iron foundries. We are also representatives of European machine builders for North and Central America.

The core competencies of INP International Projects are consultancy, engineering and commissioning for domestic and international projects. We prepare feasibility studies, optimization analysis, and provide professional technical guidance. Apart from basic and detail engineering, we have our own test facilities, and offer a wide variety of technical services, such as site supervision, installation management, commissioning. We can provide technical personnel worldwide.



INP.
international projects
sales & services

US-Link The Bridge to North and Central America



INP.

INP Deutschland GmbH

Werkstraße 5
67354 Römerberg
Germany

Phone +49 6232 6869-0
Fax +49 6232 6869-99
sales@inp-e.com

INP Sales, LLC

11390 Old Roswell Rd.
Suite 126
Alpharetta, GA 30009
USA

Phone +1 678 527-1405
Fax +1 678 527-1410
sales@inp-e.com
www.inp-e.com

For European Machinery Manufacturers

Small and mid sized European companies frequently lack experience with the North American market. Success is achieved by companies with the ability to offer professional sales and local service support.

Professional Sales Services

- Expertise in your product
- Lead generation
- Competitive tracking
- Customer relationship management
- Local commercial advice and support
- Maintaining customer relationships
- Local technical support
- Assistance selecting local subcontractors
- Your own office with mailing address and office infrastructure

Engineering and Services

- Industrial Automation
- Installation
- Commissioning
- Maintenance and Service
- Training

Your Competitive Advantage

- Professional Sales and Service "Made in Germany"
- Excellent knowledge of European technology
- Local personnel and infrastructure
- Cost control
- Multi-lingual staff and inter-cultural competence

US Link

**We close the gap
between European Manufacturers
and the North American Market**

For North American Manufacturers with European Equipment

A frequent problem for North American manufacturers who operate production lines with European technology is the lack of local qualified personnel who understand the complexity of the highly automated equipment. Insufficient maintenance quite often leads to reduced production performance and sometimes even to long down times. INP North America understands these challenges. Our service team is based in Atlanta, GA and can offer the following services for North American customers:

Engineering and Services

- Industrial Automation
- Service and maintenance for machinery and complete production lines
- 24/7 Support
- Training

Your Competitive Advantage

- Professional service "Made in Germany- performed in North America"
- Excellent knowledge of European technology
- Local personnel and infrastructure
- Cost control
- Multi-lingual technicians and engineers

