

A photograph of the Columbus City Hall building, a grand neoclassical structure with a prominent central dome topped by a statue. The building is surrounded by other city buildings, including a modern skyscraper on the right. An American flag is visible on the left. The sky is blue with scattered white clouds. The text 'COLUMBUS BUSINESS PARTNERS' is overlaid in large, bold, black letters with a white outline. Below it, the text 'Your Gateway to North America' is overlaid in a smaller, italicized, black font with a white outline. A banner with the text 'DEAD' is visible on a street sign in the foreground on the right.

COLUMBUS BUSINESS PARTNERS


Your Gateway to North America

Company Overview

Business Partners for
companies looking to grow
in North America



Efficient, cost effective programs

- Use in-country personnel & knowledge to grow markets...*GET LOCAL!*
 - Outsourced services = cost control & limited risk
 - Align global growth strategies with local realities in target markets
 - All projects are customized per clients' specific needs
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Three areas of service:

- Business Development
- Specialty Distribution
- Corporate Development



Business Development Services

Market Research

Deep dive into clients' specific industries, competitors & target customers

Sales Channel
Development

Optimize in-country sales force with the right partners

Outsourced Sales
& Marketing
Office

Fully staffed by Columbus Business Partners personnel in the name of our clients

Business Development – Example Program

Initial Discover (1 – 3 months)

- Market research, site location recommendations, program development



Incubator Stage (12 – 24 months)

- Utilize CBP facilities & staff for North American Headquarters
- Active management by CBP of local business development



Transition Stage (6 – 12 months)

- Clients set up their own facilities/staff
- CBP team members available as contract employees



3 6 9 12 15 18 21 24 27 30 33 36 39

(MONTHS)



Strategic Distribution

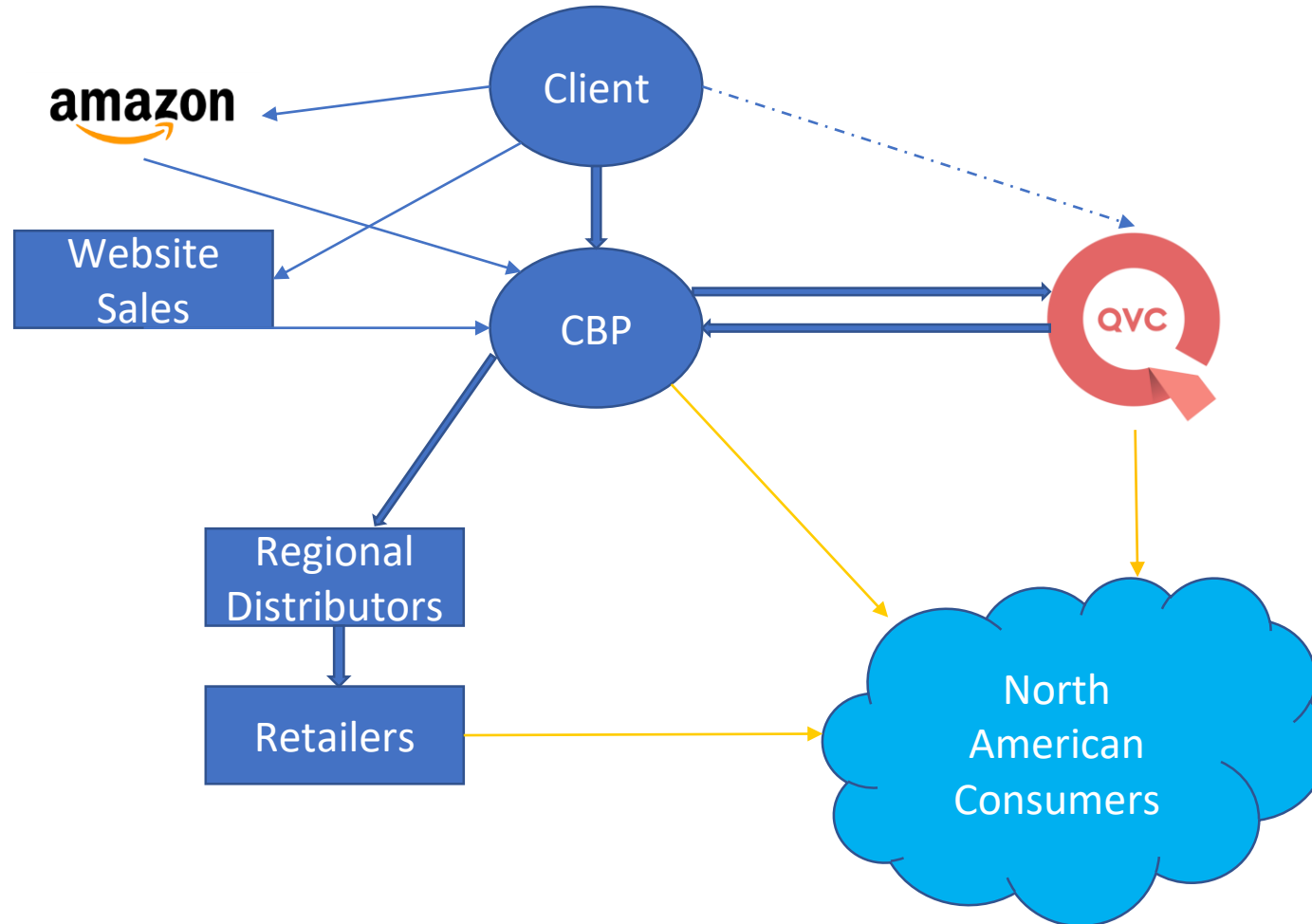
Consumer Products

- Focus on QVC – CBP as Vendor of Record
 - Take responsibility for Return To Vendor and Customer Returns
 - Coordinate programs with local QVC partners
- Expand beyond QVC to broader national distribution

Other areas of focus/experience

- Data Center Infrastructure (www.cbptechnologies.com)
- Internet of Things (IoT)
- Mobile Safety/Security

Consumer Products Distribution



CBP can manage

- QVC introduction
- QVC logistics
- Distributor Development
- Distributor Fulfilment
- Consumer Fulfilment



Primary areas of focus

Corporate Development

Mergers & Acquisitions

- Source acquisition targets
- Manage programs
- Focus on proprietary deals

Joint Ventures

- Strategy development
- Source targets
- In-country liaison

R&D Investments

- University research
- Corporate collaboration
- Government sponsored

M&A Activity conducted in partnership with RLS Associates
(www.rlsassociates.com)

For More Information

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