

## Distribution Channel Partner Identification & Evaluation - 3D Printing

### The Business Issue

A large high-tech company engaged 10EQS to understand whether distribution channel players of the injection molding Industry could be suitable partners for their 3D printing product.

### The Solution

10EQS provided critical data on key players in the injection molding industry, including machine manufacturers, channel players and equipment buyers. 10EQS provided a list of potential channel partners and recommendations based on the clients selection criteria.

### The Result

The insights were used to identify channel players, possible channel partnerships, contact data of identified channel partners, and specific intelligence on their target channel audience.

#### Client

High-Tech Company

#### Project Type

Distribution / Channel Partner Identification & Vetting

#### Project Team

1 Collaboration Manager  
5 Industry Experts

#### Time Frame

2 weeks