

LabRobot Products AB Distributor Meeting

Agenda

Thursday September 8, 2011

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| 08:30 – 09:00 | Introduction / Rapid presentation of all participants |
| 09:00 – 09:20 | The Addtech group (Artur Aira – President Addtech Life Science) |
| 09:20 – 09:50 | Current situation of the Dilucup market (Hervé Laisis) |
| 09:50 – 10:10 | Coffee break |
| 10:10 – 10:40 | Recent improvements on Dilushaker - Service on instruments (Edwin Agudelo) |
| 10:40 – 11:10 | Key points in Dilucup sales process (Hervé Laisis) |
| 11:10 – 11:20 | New products (Hervé Laisis) |
| 11:20 – 12:00 | Group work (All) |
| 12:00 – 13:15 | Lunch |
| 13:30 – 14:15 | Bus transport to LabRobot Stenungsund |
| 14:15 – 16:00 | Visit of LabRobot + various activities |
| 16:00 – 16:45 | Bus transport back to the hotel |
| 17:00 – 18:45 | Boat trip in the archipelago |
| 19:20 – 20:00 | Drink & Awards |
| 20:00 | Dinner |

Friday September 9, 2011

08:30 – 09:30	Sales to international companies – Who sells to whom? Creation of an international reference users list (All)
09:30 – 10:00	Sales & marketing material (Hervé Laisis)
10:00 – 10:30	Coffee break & check-out
10:30 – 11:30	Presentations from the group work (All)
11:30 – 12:00	Questions & answers (All)
12:00 – 12:15	Closure of the meeting
12:15 – 13:30	Lunch