

# Your business Partner on the French Aerospace Market



# BENEFITS

**GALIXIA is located in Toulouse, France, capital of the French Aerospace Industry and is ideally positioned to represent you efficiently focused on value for money:**

**In Toulouse, capital of French aerospace industry**



- **Close proximity to a large number of SME aviation companies**
- **Headquarters, engineering and assembly lines of AIRBUS**
- **In France, low domestic travel cost and no wasting time**

**Professionalism**



- **Years of marketing & sales experience in the aviation market**
- **Technical sales and culture of aerospace technologies**
- **French natives, mastery of the language and culture**

**Our knowledge of the market will save you time, efforts and money.**



# EXPERTS

**GALIXIA's experts have between 10 to 20 years of experience in the aeronautic, space and defense markets in France.**



**Jean Marc Adgnot, Engineer,**

**20 years of experience in the Aviation, Electronic, Mechanic and Defense industries in France as commercial director. Founder of GALIXIA.**

**Partner for Cabin Interior and VIP market**

**Jean Luc Delouche, Master Degree in International Business,**

**10 years of experience in the Aviation industry in France and Europe as marketing & Commercial Manager.**



**Partner for dedicated market surveys**

**Christophe Bénaroya, Master Degree in Marketing and Management,**

**12 years of experience as consultant, marketing visiting professor in Engineer and business Schools, co-author of « Aerospace Marketing Management » (published in France and USA)**



# OPPORTUNITIES

**Our business acquaintances are at the highest levels in SME and prime companies such as:**



## **Aircraft Manufacturers**

**AIRBUS, EUROCOPTER, ATR, DASSAULT Aviation, SOCATA, ...**



## **Maintenance, Engineering**

**SOGERMA, AIR FRANCE Industries, TAT INDUSTRIES, DASSAULT FALCON Services, EMBRAER EAI, ...**



## **Systems, Equipment, Engines**

**SAFRAN Group, LATECOERE Group, THALES Group, ZODIAC Group, LIEBHERR Aerospace, ROCKWELL COLLINS, ...**



## **Space / Defense**

**CNES, ASTRIUM Space & Transportation, ASTRIUM Satellites, THALES ALENIA Space, INTESPACE, DGA French Military Centres**



# EXPERIENCE

**Our experience includes the marketing and sales of technical products, projects and services:**



- **Projects**

**Onboard semi equipments, cabin layout, calculators, electro-mechanical devices, systems, ...**



- **Services**

**Engineering studies, operational maintenance teams, ...**



- **Products**

**Mechanical parts, composites components, spare parts, rotables, chemicals, components, GSE, tools, harnesses, test benches, ...**



# BUSINESS RELATIONSHIP

**Our personal contacts cover a complete range of decision makers. This basis enables us to identify shortly the right peoples for your business:**

- **Engineers, design offices**



**Qualification of your products, prescriptions, « design-in »**

- **Procurement**



**Presentation of your company, product offer, negotiations of terms, prices, clauses, lead-times, delays, problems, payments...**

- **Directors, top management**



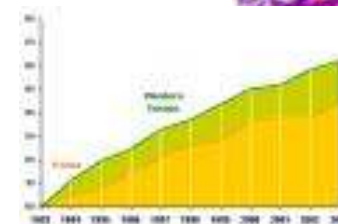
**Preparation of high level strategic meetings, business development, joint ventures, validation of your strategy in France, companies to buy-out....**



# COMMERCIAL SERVICES

**Our range of commercial services is large:**

- **Collecting data from competing products on the market,**
- **Helping you understand customer requirements, practises**
- **Helping you with methodologies**
- **Adapting your presentation to the culture and French language,**
- **Arranging business meetings and travels for your staff,**
- **Visiting your customers, making sales visits,**
- **Preparing or assisting in the writing of your offer,**
- **Following up of offers, customers and prospects, ...**



# REMUNERATION

**Our services retribution can follow different models:**

- ❑ **Specific or short-term missions for a fixed price:**

**Launching of a new offer  
Testing the market  
Preparing a trade fair, ...**



- **Medium-term mission for a mix of fixed fees and success fees:**

**Recruiting and commercially coaching your first French employee  
Preparing the installation of a subsidiary  
Increasing your customer database  
Following up on a contract  
Specific market study, ...**



- **Long-term conditions expenses and success fees:**

**Long term representation (commercial agencies),  
Follow-up and reporting on all subjects linked to your local interests, ...**



# ETHIC

## ● Our business ethic is strict:

- We maintain strict confidentiality on information disclosed
- We don't provide representation of different companies in competing areas
- We strive to develop win /win relationships
- We are loyal to all partners
- We report activities on a regular basis



Documents To Go		
Name	Size	
Executive Summary	20K	📄
Expense Report	53K	📄
First Quarter Summ.	10K	📄
PriceList	22K	📄
Product Information	18K	📄
Product Report	53K	📄
Product Training	86K	📄
Project Overview	83K	📄
Project Summary	202K	📄
Results from Testing	21K	📄

You can work in confidence with us



# CONTACT US



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