



**“We believe that the path to success lies with long-term sustainable growth. We achieve this by creating value for all involved; Customers and OEMs. The days of winners and losers are behind us; *when we work together, we grow together.*”**

**-- Sohrab Naghshineh, President**

# DIMO Corp. is a **VALUE ADD PARTNER**

- **Service Provider**

- We believe in sustainable growth, not one-time transactions
- The days of the “distributor” is over, we are service providers. We connect the gap between the manufacturer and the customer.
- “getting the customer what they want, when they want it – and spend as little money as possible getting that done.” – Gary Marion of The Balance



## **R**elationships

- Strong network of vendors
- Contacts that care for your success

## **A**gile Teams

- Flexible prioritization method
- Shared knowledge & resources

## **P**redictive Analytics

- Forecasting
- Budgetary assistance & stocking

## **I**nternational

- Greater than 50% of sales are international
- Experts of Export Compliance (ITAR & EAR)

## **D**ata Driven

- Record & Analyze our transactions
- Annual performance reviews with Customers



2016 President's Excellence in Exporting "E" Award





**COBHAM**  
MISSION SYSTEMS

**MOOG**  
COMPONENTS GROUP

**AMETEK**<sup>®</sup>  
POWER DATA SYSTEMS

**CIRCOR**  
AEROSPACE

**TACTAIR**  
FLUID CONTROLS INC.

Overview

Philosophy

Pricing

Lead Times

Quality

OEMs

Customers

Locations

Contact

**Marshall**

المركز العسكري المستخدم  
للصيانة والإصلاح والعصره  
ADVANCED MILITARY  
MAINTENANCE REPAIR  
OVERHAUL CENTER

AMMROC



**EMBRAER**



communications



TAIWAN

**aselsan**



**OGMA**



**Luftwaffe**



BELGIUM

COLOMBIA



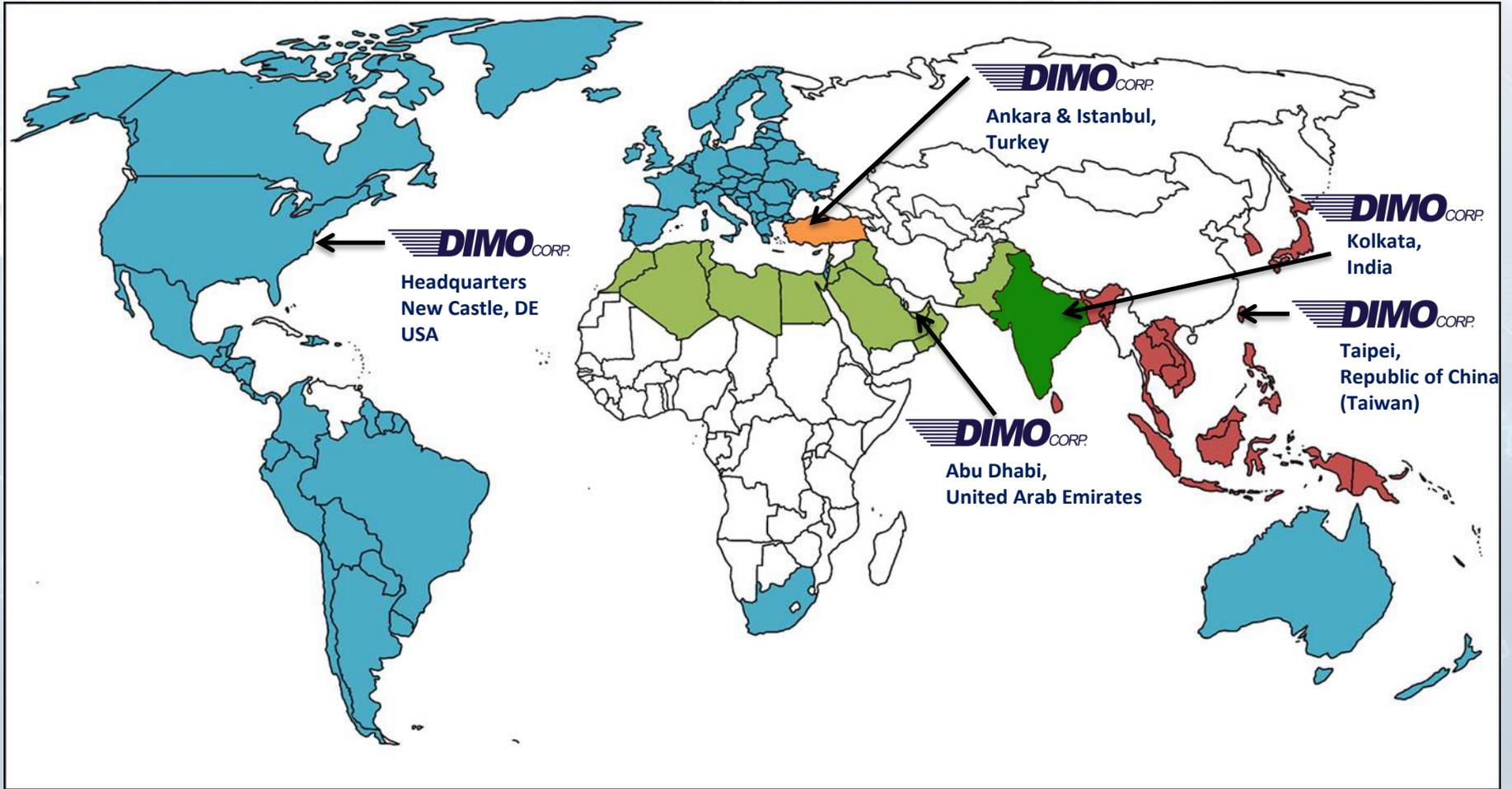
GREECE



**TAI**



BRAZIL



# International Services

- Cultural Intelligence
- International Presence
- Nationality – Political understanding of the region
- Industry Knowledge
- Market Analysis
- Competition Awareness – Product Specific
- Budgetary Analysis
- Export Compliance

# Why Choose...

- Service Expectation...
  - Sales Team
    - RFQ analysis
    - Quoting/lead time
      - » Analysis based on prior sales
      - » Who really needs the item
  - Quality Control - 100% inspection – second set of eyes
  - Logistics – Mil-Standards, Incoterms, Hazmat, Packaging requirements
  - Price analysis – What is your competitor selling the same product?
  - Export Compliance – Following all US Commerce and State regulations
    - ITAR (International Traffic in Arms Regulations) – Dept. of State
    - EAR (export Administration Regulation) – Dept. of Commerce
    - Export restrictions – Country, company, individuals (Consolidated Screening List)
  - Project management for large customers, RFQ processing, quoting, purchasing (adhering to export compliance standards), getting the item in, inspection, packaging/logistics, ship to customer or freight forwarder
  - Trade Shows
    - Investment carried by service provider
  - Taking your product in country
    - Face to face representation
  - No competition within your product line
  - You get paid in 30 days – we take the risk of dealing with various customers
    - But don't get mad if we believe some risks are too great due to market intelligence
  - Stocking of items most in use by best customers (yours and the service providers)
  - Transparency of information at a moments notice
  - Market Intelligence

# Your Responsibility

- Manufacturer's Responsibility...
  - References
  - In-person visit of facility and team that will handle your account
  - Quarterly/annual audit reports
  - Visit various trade shows to see how they are representing your product
    - Also, if you meet them at a Trade Show ask around to see the other companies opinions of them
  - Culture – Does the culture of the service provider match your culture? (This can change over time on both sides)
    - Corporate Mission
    - Companies History
    - Financial Stability and Objectives
  - Trust, trust, trust – Work on building trust with key personnel



## Global Headquarters located in New Castle, Delaware, USA

## GLOBAL SALES

### Director of Sales

Nasim Sadr-Fala

Phone: +1 (302) 324-8100 x102

### Director of Sales, Asia

Evon Wu

Phone: +1 (302) 324-8100 x108

### Senior Accounts Manager, Latin America

Harlyn Brioso

Phone: +1 (302) 324-8100 x120

### Senior Accounts Manager, Asia

Sarah Hellstern

Phone: +1 (302) 324-8100 x106

### Senior Accounts Manager, Middle East

Sarah ElShawarby

Phone: +1 (302) 324-8100 x113

## US GOVERNMENT SALES

### Senior Accounts Manager

Connie Hong

Phone: +1 (302) 324-8100 x103

### Accounts Manager

Jennifer Quifunas

Phone: +1 (302) 324-8100 x121

## ACCOUNTING & FINANCE

### Accounting Manager

Sung Cho, CPA

Phone: +1 (302) 324-8100 x100

Email: [Sung@dimo.com](mailto:Sung@dimo.com)

## BUSINESS DEVELOPMENT

### Business Development Manager

Omid Naghshineh

Phone: +1 (302) 324-8100 x137

Email: [Omid@dimo.com](mailto:Omid@dimo.com)

Please send all general sales inquiries to [Sales@dimo.com](mailto:Sales@dimo.com)

# WWW.DIMO.COM



**Thank you**