

# DO YOU QUALIFY TO BECOME A LICENSED XMOR<sup>®</sup> PARTNER?

## WE'RE LOOKING FOR LONG-TERM PARTNERSHIPS

We create long-term, mutually beneficial partnerships – preferably, but not exclusively, with HWP / HIMB / MIS members with previous SSAB steel experience who have established themselves as preferred suppliers to OEMs and mines.

## WITH A GROWTH TRAJECTORY

Firms must demonstrate their capacity and resources for continued growth in our target markets, including possible expansion into other mining regions and the ability to support future expanded product portfolios.

## HAVING A STRATEGIC “FIT”

Partners will see XMOR<sup>®</sup> offerings as a strategic fit in their business plans strengthening their position in the market and will eagerly embrace XMOR<sup>®</sup> products into their own brand portfolio.

## WITH DEMONSTRATED SALES CAPACITY

It's essential that an XMOR<sup>®</sup> Partner has the appropriate industry expertise, strong distribution network, solid reputation with relevant end-users, and the ability to grow their customer base.

## **PROVEN ACCESS TO END-USERS**

Consideration will be given to manufacturers in strategic locations, near significant mining sites or OEMs, with the logistics to maintain a secured supply of SSAB materials. In regions where a licensed manufacturer does not offer aftermarket services, onsite repairers, bucket rebuilders and resellers with the appropriate industry expertise, strong distribution network, and solid reputation will be considered.

## **AMPLE TECHNICAL AND PRODUCTION CAPACITY**

Partners must have a qualified technical staff with knowledge of local mining conditions and equipment requirements, as well as sufficient production assets and/or the ability to perform aftermarket support, including in-shop and on-site repairs.

## **QUALITY AS INTEGRAL TO BRAND**

Demonstrated commitment to continuous quality improvement and technological advances to cultivate high customer satisfaction, brand value, and premium offerings.

## **DELIVERY PERFORMANCE**

Proven sourcing, procurement, performance monitoring, and production capabilities to provide consistent delivery accuracy, in line with standard industry lead times.

**LEARN MORE**

<https://www.xmor.info/en>

**XMOR<sup>®</sup>**