

WE ARE ALWAYS LOOKING FOR LONG-TERM PARTNERS

HOW YOU CAN QUALIFY TO BECOME A LICENSED XMOR® PARTNER

We create long-term, mutually beneficial partnerships with companies that have a strong commitment to innovation and see the value of introducing XMOR® high-productivity equipment to its customers.

QUALITY AS A CORE VALUE

You have a demonstrated ability for continuous quality improvement and technological advances to cultivate high customer satisfaction, brand value, and premium offerings.

A GROWTH TRAJECTORY

It is essential that you can demonstrate your 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.

A STRATEGIC “FIT”

As an XMOR® partner you will see the mutual benefits of our cooperation. The XMOR® offerings should be a strategic fit in your business plans, and strengthen your position in the market. Embracing XMOR® into your own brand portfolio will give you access to a ‘plug-and-play’ product concept provided by SSAB.

PROVEN ACCESS TO END-USERS

We will prioritize potential partners 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 partner does not offer aftermarket services, we will also consider on-site repairers, bucket rebuilders and resellers with the appropriate industry expertise, strong distribution network, and solid reputation.

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.

DEMONSTRATED SALES CAPACITY

XMOR® Partners need to have appropriate industry expertise, a strong distribution network, solid reputation with relevant end-users, and the ability to grow their customer base.

DELIVERY PERFORMANCE

To meet standard industry lead times, it is important that you have proven sourcing, procurement, performance monitoring, and production capabilities to provide consistent delivery accuracy.

QUESTION?

contact@xmor.info

XMOR®