SAMPLE OUTPUT / PUBLIC-SOURCE RESEARCH

A distributor shortlist. With reasons to make contact.

An illustrative automation-manufacturer profile, a two-candidate German research sample and one UAE electrical reference. Real source evidence, with qualification gaps visible. Not a complete or commissioned market universe.

Target-partner profile

Criterion	Illustrative requirement
Product	Industrial automation components
Target market	Germany
Channels	Industrial B2B procurement and technical sales
Capability	Relevant portfolio, technical support and access to suitable buyers
Must qualify	New-brand appetite, territory rights, portfolio conflicts and decision owner

Decision: which organizations merit a lawful, focused qualification approach? A discovered candidate is not a qualified or appointed distributor.

Germany candidate comparison

Dimension	Automation24	RS Components GmbH
Public channel	Online B2B and telephone/email sales.	Industrial omnichannel distribution.
Category basis	Factory/process automation and product support.	Industrial/electronics distribution; manufacturer-listed distributor role.
Territory basis	Company page identifies Essen/Berlin operations.	German site identifies a German distribution centre. Rights unknown.
New-brand route	FAQ invites prospective-supplier contact. Acceptance unknown.	No new-brand willingness established.
State	DISCOVERED. Company-stated.	DISCOVERED. Public corroboration of a specific role.
Decision-maker evidence	No personal contact collected.	No personal contact collected.

Shortlist logic

Automation24 offers a visible prospective-supplier contact route, supporting an initial appetite check. RS is relevant to industrial distribution, while the new-brand route needs investigation. Neither has been contacted or qualified for this profile.

A second route: UAE electrical

Al Ghandi Electrical & Automation

Its official company page describes low-voltage electrical products, industrial automation, panel assembly and UAE locations. Channels include electrical trade, projects and online sales. State: DISCOVERED / company-stated.

This is a one-candidate low-voltage-electrical example, separate from the German automation brief. Territory rights, commercial appetite, relevant decision owner and product conflicts are unknown.

Route-to-market observations

Match the operating model

Online industrial procurement, broad omnichannel distribution and project/electrical trade place different demands on product range, support and commercial resources.

Separate relevance and willingness

Source evidence supports category relevance. Direct qualification must establish whether the organization can and wants to sell this manufacturer's product.

Recommended next action

Confirm the actual target profile, refresh sources, investigate portfolio conflict and qualify appetite using an appropriate business-contact route. Review the jurisdiction-specific direct-marketing and data boundaries before outreach.

Provenance and freshness

All sources accessed 1 October 2026; review due 1 November 2026. Website statements are not independent verification. No proprietary network, contact verification or recruitment success is claimed.

Automation24 company
Company-described channel, category and German locations.

Automation24 FAQ
Prospective-supplier contact invitation; no acceptance evidence.

RS Germany
Company-described industrial distribution and German operation.

B&R distributor locator
Manufacturer-listed distributor role; scope must be read in context.

Al Ghandi official company page
Company-described low-voltage/automation range and UAE locations.

Contact and correction boundary

Sources link to company websites. No personal contact details are included. For a correction, identify the company, the disputed field and an official replacement source. We review the evidence before changing a profile.

Need distributors for your own product and market? Open the Mirianode website and choose Request a Distributor Map. Tell us the product, target country and type of partner you need. Scope and fees are agreed before research starts.