



DOSSIER CONCESION
MAYO 2023



Información confidencial para uso interno y exclusivo de su destinatario. No autorizada su publicidad a terceros sin previa autorización.

01 Acerca de SUMA

02 Gama de vehículos MINGNUO

03 Tarifas COSTES / PVPr

04 Plan Estratégico

05 Area Distribuidor

PROFESSIONAL CLEANING EQUIPMENT MANUFACTURER

MINGNUO



01

Introducción a SUMA

Empresa fundada en 2018, cuyos promotores tienen más de 20 años de experiencia en la importación, distribución y comercialización de vehículos y maquinaria para el sector público.

La filosofía de la compañía es la de ofrecer al mercado español soluciones para el mantenimiento de nuestro entorno 0 emisiones, que se alinean con la necesidad de nuestra sociedad de reducir la huella de carbono y lucha contra el cambio climático, lo cual supone una oportunidad de negocio clara, dado que los fondos públicos para la inversión en maquinaria están orientados a equipamientos que respeten el medio ambiente 0 emisiones de CO2.

La misión del proyecto está orientada en la importación, desarrollo y adecuación a los standards europeos de máquinas 100% Eléctricas, con una relación calidad precio muy óptima.

Desde su fundación, hemos estado trabajando con diferentes fabricantes de origen chino, especializados en maquinaria 100% eléctrica, de forma que el resultado final sean máquinas fiables, de gran calidad, y muy rentables para los clientes finales.



CONTRATO DE IMPORTACIÓN

El principal valor añadido es el el contrato de importación exclusivo, que se materializa tras varios años de cooperación, en aras de fabricar, desarrollar y adaptar a las grandes exigencias del mercado europeo una gama de máquinas 100% eléctricas, con una gran relación calidad – precio, lo cual supone una magnifica oportunidad de negocio.

GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com	GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com	GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com	GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com	GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com	GNUGO 明诺 NANTONG MINGNUO MACHINERY CO.,LTD. 南通明诺机械有限公司 No.99, Tonghai Avenue, Haifan County/Nantong city, Jiangsu Province 江苏省南通市海安县城海大道99号 Tel: +86-513-865113 Fax: +86-513-865113 Mobile: +86-18651311111 E-mail: sales@mingnuo.com
--	--	--	--	--	--

MINGNUO AGENT AGREEMENT

This agreement is entered into between the parties concerned on the basis of equality and mutual benefit to develop business on terms and conditions mutually agreed upon as follows:

Contracting Parties:

Supplier: Nantong Mingnuo Electric Technology Co., Ltd

(hereinafter called " Party A ")

Agent: MADIBA EQUIPAMIENTOS SOSTENIBLES,S.L

(hereinafter called " Party B ")

I. Appointment

Party A hereby appoints Party B to act as its agent to sell all commodities produced by Mingnuo:

Sweepers: MN-P100AS,MN-C200,MN-E800W,MN-E800LD,MN-JS1800

Garbage Trucks: MN-H82,MN-H91,MN-H90,MN-H51

Territory: In Sapin & Portugal only.

Commodity and quantity or amount:

It is mutually agreed that Party B shall undertake to sell not less than US\$ 320,000 of the aforesaid commodity in the duration of this Agreement.

II. Both parties' rights and obligations

(I) Party A should offer Party B the most favorable prices.

(II) Party A should provide relevant sales and technical support as follows:

(a) Party A should provide materials like pictures, videos and certificates. Party B can use Party A's trademark and any patents during the distribution for sales purpose. Party A should help to design posters and videos according to the requirements of Party B.

(b) Provide technical supports, after-sales service guidance, timely spare parts follow-up, explanation of products.

(c) Inform new products in time.

(d) As for the after-sales service, there are detailed technical data and user manual along with the machine; technical training and operation instruction will be provided; Party B must arrange staff to party A factory for technical training and operation instruction, Party A provide accommodation and food.

(e) Any problem, Party A will reply within 24 hours and provide the solution no later than 48 hours. For big problem Party A will dispatch the engineer team to the local area to solve the problem.

(III) Party B shall actively cooperate with Party A to carry out marketing promotions in the designated territory, including online marketing, exhibitions, promotion activities and so on. Party B shall notify Party A the forthcoming marketing events in advance and acquire Party A's

approval. Both parties shall jointly participate in these events and also share the relevant fees.

(IV) It is mutually agreed that Party B shall undertake to sell not less than US\$ 160,000 of the aforesaid commodities in the duration of this agreement. Party B will become distributor if he can't reach the basic sales target. If Party B fails to place his orders with Party A in a period of 12 months for a minimum of US\$ 80,000, Party A has right to appoint other agent.

Party A shall not supply the contracted commodities to any other buyers in the above mentioned territory. Direct inquiries from this territory, if any, will be transferred to Party B. However, should any other buyers wish to purchase goods from Party A directly, Party A may do so, but Party A shall send to Party B a copy of sales confirmation and refund Party B the 15 % commission.

III. Price, payment and shipping terms

Price: executing MINGNUO's unified agent price.

Payment: one order one contract, 50% T/T in advance, 50% balance against the copy of B/L.

Shipping terms: Party A can help to arrange shipping, but freight and

insurance fee shall be paid by Party B.

IV. Quality assurance

The qualified products shall be supplied by Party A in accordance with the manufacturer's standard which is approved by Quality and Technology Supervision Department of the Government.

V. After-sales Service

(I) Party B should have after-sales service department, while Party A should provide training, technical guidance and free replacement of broken parts within one year warranty period.

(II) Party A should assist service work if Party B has serious maintenance problem.

VI. Validity of Agreement

This agreement comes into force upon both parties' signing, and will remain valid for 24 months as from February 15, 2022 to February 14, 2024. If either party wishes to extend this Agreement, the Party shall notice, in writing, the other party one month prior to its expiration, and the matter shall be decided by consent of the parties hereto.

If any of the parties fails to implement the terms and conditions herein, the other party is entitled to terminate the Agreement.

VII. Arbitration

All disputes arising from the execution of this agreement shall be settled through friendly consultations. In case no settlement can be reached, the case in dispute shall then be submitted to the Foreign Trade Arbitration Commission of the China Council for the Promotion of International Trade for Arbitration in accordance with its Provisional Rules of Procedure. The decision made by this commission shall be regarded as final and binding upon both parties. Arbitration fees shall be borne by the losing party, unless otherwise awarded.

This Agreement is signed on February 10, 2022 at MINGNUO Headquarter and is in duplicate, each party holds one.

Party A: 

Party B: 
(Signature)

La gama de maquinaria 100% eléctrica comprende barredoras compactas y vehículos destinados a la limpieza y recogida de residuos de nuestro entorno.

Barredoras compactas, con o sin cabina cerrada, y articuladas.

Máquinas con equipos de alta presión eléctricos.

Recolectores para RSU 100% Eléctricos.



OPORTUNIDADES

1. Demanda del Mercado
2. Inversión pública en soluciones 0 emisiones
3. Baja competencia respecto a precio y equipos eléctricos

FORTALEZAS

1. Contrato exclusivo marca solvente y fiable
2. Precios muy competitivos
3. Experiencia en el sector como importador y creación red distribución
4. Especialistas en suministro publico





BARREDORA COMPACTA (Canopy acristalada)

MN-E800W / LITIO

BARREDORA COMPACTA CABINA CERRADA

MN-E800LD / LITIO





BARREDORA COMPACTA ARTICULADA

MN-JS1800

PICK UP ALTA PRESIÓN ELECTRICO

MN-H51 / LITIO



Plan de Expansión

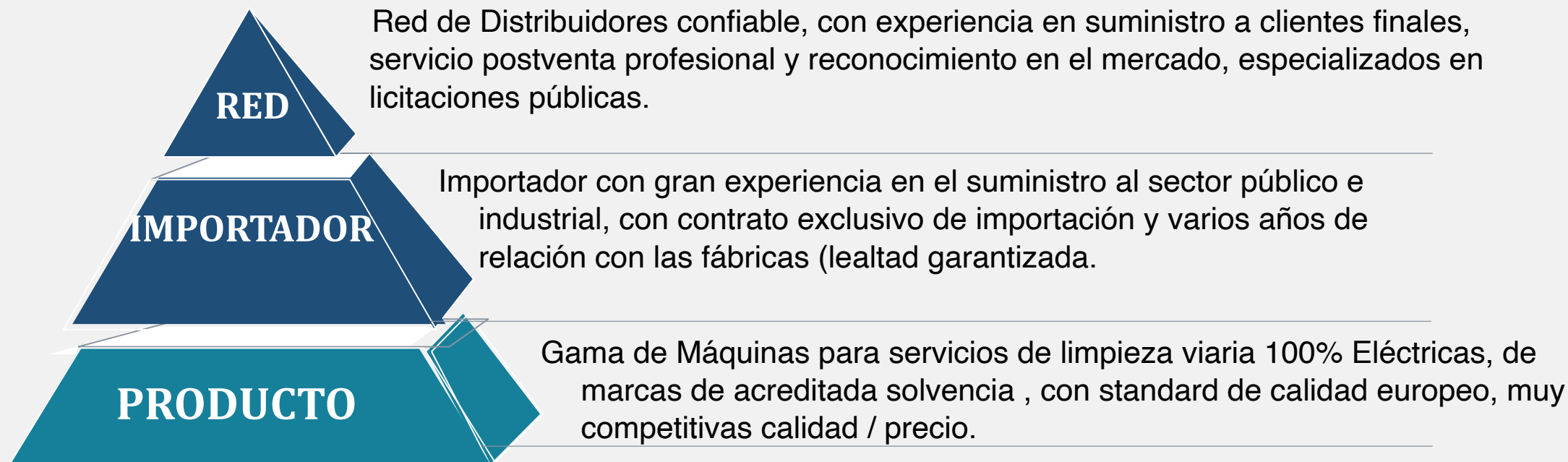
Homologación Serie Corta Nacional para creación y desarrollo de red de distribución en ESPAÑA Y PORTUGAL

Durante 2023 quedará establecida una red de distribuidores confiable, con experiencia y solvencia en el suministro de equipamientos y maquinaria para Servicios Públicos, de forma que la introducción de la marca a nivel nacional sea ágil y eficaz.

Introducción nuevos productos +Innovación



Red de Distribuidores, con infraestructura ya creada, capital humano profesional en materia técnica, comercial y administrativo especializado en suministros al sector público, así como en licitaciones públicas.





SUMa
electric

info@sumaelectric.es