

The Atlas Copco logo, featuring the company name in a white serif font centered between two horizontal white bars, all set against a teal square background.

Atlas Copco

A technical drawing or blueprint, likely a mechanical or architectural plan, overlaid on a teal background in the bottom right corner of the image. It contains various lines, circles, and alphanumeric labels such as 'C-C (1/3)', 'D712', and 'D711'.

**Become an
Atlas Copco
partner**

A winning partnership

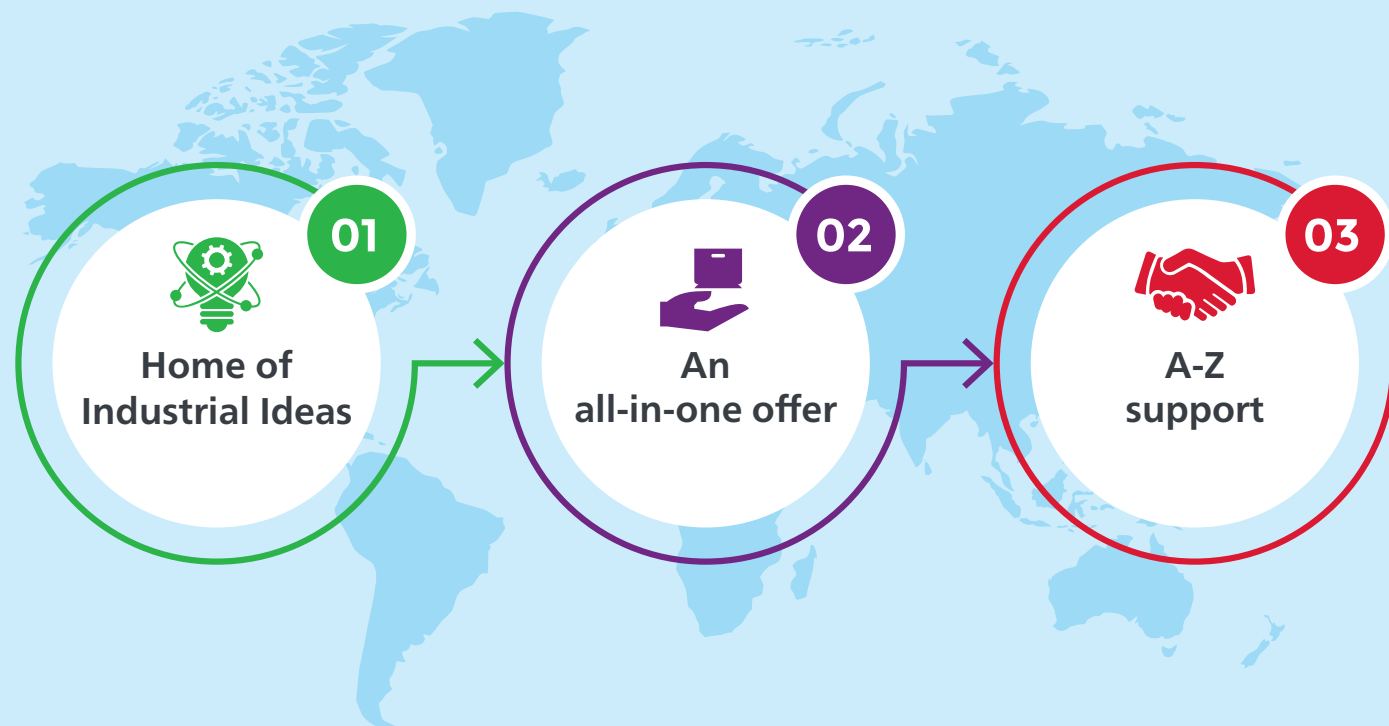
3 pillars of your success

Becoming an Atlas Copco distributor might be the wisest decision you make in a long time. Because that decision will be the start of a long, prosperous partnership. Our contribution to this relationship is 3-tiered: the strongest brand in the industry, a complete portfolio of top-quality products, and A-Z distributor support. That's a very short description of an incredibly comprehensive offer, one that is designed to be tailored to your expertise, requirements, and ambitions. So let's talk, so we can listen and turn a winning proposition into that long, prosperous partnership.



01. Home of Industrial Ideas

150 years of experience



Atlas Copco was founded in 1873. Of course we are proud of this rich history. But why or how does 150 years of experience matter to you? In the first place it means you will be working with a stable partner. We've been there, done that – and will be around for a long time. But it is not just about staying power. Over the years, Atlas Copco has built a reputation of innovation and premium quality, by continuously developing products and services that set the standard. It is our drive to lead with quality that has allowed us to build the most complete product offer and a global presence. Every decade or so we celebrate our history, but that ambition to be the best, we cultivate every day – together with our partners.



02. An all-in-one offer

1 partner for all your compressed air services



Complete air systems

Becoming an Atlas Copco distributor gives you access to the most comprehensive compressed air and industrial gas product portfolio. When it comes to air generation, Atlas Copco delivers it all: oil-free and oil-injected compressors, a range of compression technologies, blowers, air dryers and filters, distribution systems, and smart control and connectivity options ready for Industry 4.0. In short, Atlas Copco is your one go-to partner for complete air systems.



Setting the standard

Being an Atlas Copco distributor allows you to offer your customers industry-leading reliability and efficiency. Simply put, there is no better product. The Atlas Copco quality is the result of our continuous investment in in-house engineering and development. Did you know that 4% of Atlas Copco's total turnover goes to R&D, all for the benefit of our customers? Just take a look at our Variable Speed Drive compressors. Introducing the VSD technology and the double-digit energy savings it generates has made an enormous financial and environmental impact across entire industries.



Aftermarket support

We know how important aftermarket is for our distributors. That is why we never stop developing our and your aftermarket offer, so you can maximize your service to your customers.

First, we provide you with the know-how and ability to offer your customers **Total Responsibility solutions** with a host of service plans and packages. This includes preventive maintenance contracts as well as energy efficiency, performance and upgrade audits.

In addition, Atlas Copco products come with a host of connectivity options that allow you to run **remote (real-time) monitoring, diagnostics, and optimization analysis** for your customers.

Finally, Atlas Copco has built an extensive portfolio of **genuine spare parts** so you can guarantee the maintenance and continued operation your customers count on.



A smooth transition

We are committed to making your transition to an Atlas Copco distributor a smooth one, supporting you and your customers with their existing products. We offer easy sourcing of spare parts for all compressed air brands and products, so you can meet maintenance requests and continue to honor service contracts and warranties. How's that for seamless?





03. A-Z support

Invested in your success



Distributor framework

We believe in a hassle-free, smooth partnership. And we have invested in the people, the processes and the tools that help achieve that easy working relationship. That means our distributors have **dedicated contacts** to quickly get the support they need.

We also have the tools in place **that facilitate and support your entire sales process**. Just a few of those tools that are at your disposal: virtual compressor selection assistants, energy savings calculators and cost of ownership simulators, fast online ordering, and instant updates on stock and order status.

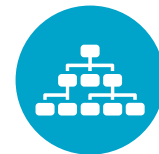
Every Atlas Copco product comes with a toolkit of **marketing and communication materials** that are uploaded to an online library. So if you need a brochure or an animation or a roll-up banner to help sell a product, you know where to find and download it.

The final pillar of our distributor framework is our **partnership program**. Yours is set up with targets and benefits specific to your market. Your local Customer Center has all the details.



Market intelligence

We believe in a partnership that is based on transparency. After all, sharing knowledge benefits us both. Because selling air and industrial gas solutions is not just about relationships and smart sales, it's also about market intelligence and analysis. Atlas Copco has an entire team to support you with the numbers and knowledge you need to succeed. This includes market management and penetration research, lead generation and pricing support, and much more.



Competence and organizational development

We believe that personal development leads to organizational growth and success. We have made an entire portfolio of product, technical and sales training programs available for you and your staff members. From product tutorials to sales webinars to hands-on training, there are development opportunities for any and all of our distributor partners looking to expand their knowledge.



Contact us
to become an
Atlas Copco partner



Atlas Copco
atlascopco.com

