

# India Distributor Search

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- ❑ Fragmented distributor network with few national distributors.
- ❑ Most likely need more than one distributor to cover the country
- ❑ More issues with infrastructure compared to China/Japan, so careful research key.
- ❑ Many distributors unable to handle regulatory issues such as device registration.
- ❑ The preferred means of communication is usually fax or phone; e-mail is not very good.
- ❑ Choose distributors who deal in other imported products.