

cenor
— NORDIC



SalesRep.dk

COMPANY



Cenor Nordic, founded in 1998, have a extensive knowledge and experience in selling accessories to the Nordic market. Our head office is located in Stockholm and our central warehouse is in Jönköping, Sweden, from which we deliver over 30,000 deliveries annually to our customers. SalesRep.dk became partner in 2016 and takes care of costumers in Denmark.

We are a brand name wholesaler and distributor specialized in consumer electronics and we provide our partners with comprehensive solutions for mobile, AV and IT products, delivering more than 1M per year to our partners.

We have dedicated sales managers in Sweden, Denmark and Finland and delivers to customers in all Nordic countries.



VALUE ADDED DISTRIBUTION PARTNER

COMPANY MISSION



Our mission is to be the best added value distribution partner of premium products and brands within the categories of Telecom-, Audio/Video- and IT-accessories.

SOLUTIONS



We offer our customers product training, stock rotation support, marketing- and in-store category management to achieve best possible sales and profit.

BRANDS



We are a distributor and wholesaler of brand name consumer electronic accessories serving our partners with over 30.000 deliveries yearly.



COMPANY MISSION

Our mission is to provide the best value-added product and brand wholesaler in the categories of mobile, audio / video and IT supplies. We offer our customers product training, inventory support, marketing, and asset management in stores to ensure the best possible revenue and return.



STRATEGY

We are specialists in our products and in all the brands we represent

We support sales through marketing and PR activities

We offer high quality delivery services and we guarantee availability in our products

We help new businesses and store openings with in-store installation and training

We work with suppliers that offer unique solutions and competitive and attractive products that meet market standards and regulations.



SOLUTIONS AND PARTNERS

Automated product data download and partnership with CNET

Electronic Data Interchange (EDI) for order & invoice

Auto replenishment & assortment updates

Planogram and marketing tools

Sales training to enhance knowledge of sales managers / in store employees.

Campaigns and shop activities

LOGISTICS & DELIVERIES

First grade delivery service: all orders received before 3pm. leave the same day

First grade delivery accuracy, error tolerance $< 0,2\%$

Deliveries 48h after order within all Nordic countries

Automated order tracking system

Over 1500 active items on stock

Tailor made logistics solutions for partners

Yearly over 30.000 deliveries, + 1M products

Low shipping costs





BRANDS

defunc[®]

ELEM[—]ENTS

 Gecko Covers[®]

tech21 

 Trust

 xtorm

 VALENTA

VIVANCO

cenor
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DEFUNC

Design & Function = Defunc

Our name stands for Design and Function. We're here to simplify the consumer experience. Headphones and earbuds – we think there are just way too many choices out there.

Our business proposition is straight forward.

We develop and market stylish and affordable quality headphones and speakers within the entry level segment. Including ANC, true wireless and advanced stereo system.

At Defunc we are making every effort to sharpen the music experience within each product category. We work closely with acoustic specialists to ensure great quality in all our products. We want our customers to get a true wow feeling when using our products.

THE LINEUP

DEFUNC SPECIALIZES IN THE ENTRY LEVEL SEGMENT OF EACH AUDIO CATEGORY. HOWEVER, DUE TO COMPETITION AND CUSTOMER NEEDS, WE HAVE CREATED THREE PRICE COLLECTIONS WITHIN THE ENTRY LEVEL SEGMENT; PLUS, GO, AND BASIC. EACH CATEGORY IS DEVELOPED TO OPTIMIZE THE NEED AND WISH FOR THE CUSTOMER.

DEFUNC

defunc | +

This is our premium version of entry level products. Not only do we want to give the customer great value for money when it comes to sound quality, but also the experience of a high quality feeling of the physical product as well. The customer should get the wow experience to an affordable price.



defunc | GO

The GO products should give the customer a great audio experience for a very affordable price. The package and the feeling of the product should be good. But because of the low price it's not possible to give the same exclusive experience as the PLUS collection.



defunc | BASIC

BASIC is basic. But that doesn't mean that it can't be fun and creative. This is entry level products. It doesn't get less expensive than this. But with slightly less expensive components and a much less expensive packaging it still doesn't need to be boring. BASIC is fun and creative.



defunc®

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ELEMENTS

Nordic Elements: inspired by legends, designed in Denmark and handcrafted by experts

Nordic Elements craft stylish and functional smartphone accessories using the finest natural materials and craftsmanship. Featuring real wood and fabrics, our products embody the Nordic idea of 'Hygge', where comfort and cosiness are intertwined throughout our beautifully minimalistic and timeless designs.

Cases can be functional, innovative or enhance the beauty of the device they are protecting. Nordic Elements products cover all bases thanks to a clever, creative and comprehensive design process that's sustainable, socially conscious and only uses genuine materials. Natural, exquisite precision from start to finish.



Socially Responsible



No Harmful
Chemicals



Handcrafted with
Passion

ELEMENTS

by **Gabriel**

Original

The Original consists of three minimalistic and tactile case series using Denmark's natural colour palette and materials. The slim, snap-on polycarbonate cases have silk-soft surfaces to the touch and are handmade with a high-precision finish.

Saeson

The Saeson features colours and patterns following the latest trends and cases come in fiery finishes or more sedate, darker shades. We've worked closely with Danish stylists to deliver these powerful designs with sustainable, premium and natural materials



ELEMENTS



 **GECKO**

Designed to stand out.



TAILOR-MADE



2 YEAR
WARRANTY



WIDE PRODUCT
RANGE

WHO ARE GECKO COVERS?

At Gecko Covers, we work with an **enthusiastic team of young people** on the development and sale of protective covers and accessories for e-readers, tablets and MacBook laptops. We are proud to say that Gecko Covers stands for more than just a collection of protective covers. By actually making our own designs, a Gecko cover gets its own character. We are a brand!

We **distinguish** through contemporary and **thoughtful designs**. Under the motto ‘appearance does matter’ we combine excellent protection with unique materials and functional designs. **Colour** plays an important role; this is reflected in every product line.



TAILOR-MADE

GECKO



WIDE PRODUCT
RANGE



Tablets come in all shapes and sizes. Gecko Covers is specialized in making fitted covers for the Apple iPad, Samsung Galaxy Tab, and Huawei Mediapad, as well as for less the common models. We always have one that fits your needs. A Gecko Cover offers excellent protection with unique materials and functional designs, all at an attractive price.

SLIMFIT COVER

The Slimfit case fits your tablet like a second skin. This compact case is no larger than the tablet itself, making it conveniently portable. Besides offering excellent protection, the Slimfit is also very attractive.



EASY CLICK COVER

Are you looking for a cover that is both attractive and convenient? With Easy-Click cover, Gecko Covers has introduced a new line of protective covers which, besides offering excellent protection, are also very easy to use.



Gecko Covers®



PROTECTS.

DROP
AFTER
DROP

TECH21

PROTECTS. DROP AFTER DROP.

Tech21 products offer advanced impact protection that's rigorously tested to work harmoniously with your device. Like the technology they're designed to protect, our products use the latest science, ingenious design and unbeatable user-friendliness.

Tech21 cases use FlexShock or BulletShield, ultra efficient materials that absorb and dissipate impact force, stopping that force from passing into your device - without impacting functionality. The materials also enable tech21 cases to be thinner and lighter, but still give the best possible protection.

At tech21 all our products go through a series of rigorous tests to ensure they work in harmony with your device. This means unhindered signal quality, such as Wi-Fi or Bluetooth; easy access to all buttons and ports and core functionality such as camera, acoustics and sensors will work as intended with the case on or off.

IMPACT PROTECTION EVOLVED.

Our in-house design team are always looking for ways to do things better. Materials that were once state-of-the-art are now no longer fit for purpose. This constant evolution has resulted in FlexShock™, the world's most advanced impact protection material - exclusive to tech21

TECH21

EVO WALLET



3,6M
DROP PROTECTION
SCIENTIFICALLY PROVEN

With concealed storage for two cards, Evo Wallet lets you travel light while keeping your phone protected.

Storage for two cards
Secure magnetic closure

EVO CHECK



3,6M
DROP PROTECTION
SCIENTIFICALLY PROVEN

Thin and light with a unique check pattern, Check adds subtle design detail to your phone's original beauty.

Protects without adding unnecessary bulk

PURE CLEAR



3M
DROP PROTECTION
SCIENTIFICALLY PROVEN

Ultra-thin and crystal clear, Pure Clear lets you enjoy your phone's original beauty while keeping it well protected.

Crystal clear materials resist UV
allowing for long-lasting clarity

tech21 ●●●™

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VIVANCO

Technology for Lifestyle.

Established in 1920 Vivanco has a long history of develop and producing high quality accessories in the segments of Consumer Electronics, Information Technology and Telecommunications.

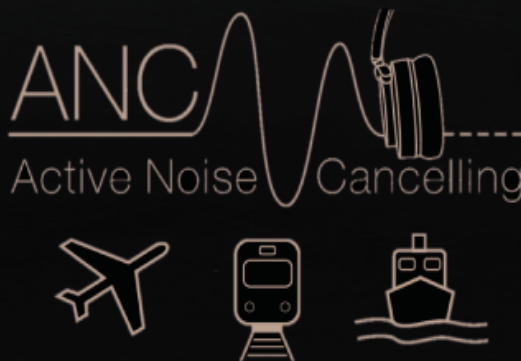
Vivanco offers the ideal combination of high-quality products, efficient services, reliable partnerships and attractive conditions. As one of the leading vendors and as multi specialist for equipment and connection accessories in Europe, in terms of both the width and the depth of its product lines, Vivanco is constantly facing market changes, such as continued digitalization, the development of wireless technologies and the miniaturization of products.

The concept “Technology for Lifestyle” encompasses the Vivanco focus to drive their business and the market place forward whilst benefiting from new technologies.

VIVANCO



VIVANCO



Solutions. For all.

Vivanco develops, procures and delivers high-quality accessories, calculated to match the market's needs in the segments of Consumer Electronics, Information Technology and Telecommunications. In particular when it comes to developing attractive accessory products – different in terms of form, color and design – Vivanco is considered cutting-edge.

Our Vivanco range includes over 800 products in various categories such as:

Mobile



Chargers



Headsets



AV/IT Cables



Wallmounts



Remotes



VIVANCO

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YOU +  = MORE ENERGY |

XTORM

Xtorm brings more energy.

Xtorm is part of the Dutch company Telco Accessories b.v. and was founded in 2008 with the idea that we want to provide people with More Energy. Xtorm is a manufacturer in the field of innovative portable power solutions for everyday use, that will give you the freedom and energy to go anywhere you want.

Xtorm products give more energy by combining innovative technology, premium design and user experience. And secured with our unique Xtorm Safety Check.

This results in best in category products, underlined with best in test results, quality certificates like TUV and design awards like Red Dot & IF, secured with our unique Xtorm Safety Check.





**A-CLASS
BATTERY CELLS**



**AUTO POWER
MANAGEMENT**



**OVERLOAD
PROTECTION**



**FAST
CHARGING**

XTORM

We offer a full range of mobile accessories products, like Power Banks, Solar Chargers, Cables and complementary products specialized for mobile devices.

Power Banks



Solar Chargers



Solar Panels



USB-C data hubs



Power Hubs



Cables and acc.



Wireless chargers



Business solutions



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SalesRep.dk

MICHAEL ANDERSEN

PARTNER

+45 40705054

ma@salesrep.dk

DAN RANFELT

PARTNER

+45 24999118

dr@salesrep.dk