

QH8 SYSTEMS

PARTNER OPERATIONS PLAYBOOK

Europe-Eurasia Industrial Trade, Due Diligence, and Settlement Coordination

Version 1.0 | Internal Partner Instructions | qh8systems.com

Purpose

This playbook tells partners exactly who to contact, where to find targets, what pain points to identify, how to approach them, and how to hand off qualified opportunities to QH8 Systems.

Positioning

QH8 Systems is the commercial gateway. QH8 Technologies is the technical evidence engine. Partners find the opportunity. QH8 structures the technical, data-backed solution.

1. Objective

Your objective is to identify real commercial pain points and execute a clean handoff to QH8 Systems. Do not try to sell complex engineering. Do not over-explain the technology. Your job is to find the buyer, factory, exporter, importer, developer, or infrastructure owner with a measurable problem.

- Find the commercial pain: CBAM risk, weak supplier data, missing documentation, grid-capacity uncertainty, energy waste, financing friction, or buyer due diligence concerns.
- Confirm there is a real company, real decision-maker, and real transaction pressure.
- Collect the basic facts and introduce the target to QH8 Systems for qualification.
- Protect your role by registering the opportunity in writing before deeper technical work begins.

2. Rules of Engagement

Rule	Instruction
Do not explain the full technology	Do not lead with EMF induction, cryptographic hashing, or deep engineering. QH8 will handle the technical briefing.
Lead with the pain point	Talk about lost margins, weak data, buyer hesitation, CBAM exposure, poor documentation, or financing risk.
Use simple business language	The target must understand the financial reason to speak with QH8 within 30 seconds.
No promises	Do not guarantee customs acceptance, tax results, financing approval, or audit outcomes. QH8 provides technical evidence support.
Secure the handoff	Your goal is a qualified introduction and 15-minute briefing with the QH8 team.

3. Who to Contact

A. Supply-Side Targets: Origin Markets

Use this path when you are looking for factories, producers, exporters, industrial operators, or suppliers that sell into Europe or want access to European buyers.

Category	Targets
Regions	Georgia, Azerbaijan, Kazakhstan, Uzbekistan, Turkey, Balkans, Black Sea region, Eastern Mediterranean, Central

	Asia, Caucasus.
Industries	Steel, cement, aluminum, fertilizer, mining, battery materials, plastics, insulation, industrial components, construction materials.
Titles	Owner, CEO, COO, Head of Export, Commercial Director, Plant Manager, Chief Engineer, CFO, Head of Compliance.
Pain point	They need stronger data, buyer-ready documentation, CBAM readiness, production evidence, energy evidence, or origin support for EU-facing trade.

B. Demand-Side Targets: Europe and Buyer Markets

Use this path when you are looking for buyers, importers, procurement teams, developers, or infrastructure sponsors that must verify suppliers before capital moves.

Category	Targets
Regions	European Union, Baltics, Scandinavia, Balkans, Eastern Europe, UK, Switzerland, and later US/Americas import channels.
Industries	Importers, wholesalers, construction materials distributors, project developers, data centers, infrastructure funds, procurement groups.
Titles	Head of Procurement, Import Director, Supply Chain Director, Compliance Director, CFO, ESG/Data Lead, Trade Finance Manager.
Pain point	They need verified supplier data, documentation support, CBAM readiness, supply-chain due diligence, or evidence before issuing orders.

C. Infrastructure Targets

Use this path for data centers, industrial parks, logistics hubs, cold storage, manufacturing parks, or energy-intensive projects facing grid-capacity, financing, insurance, or uptime evidence problems.

4. Where to Find Targets

Channel	Use It For	How to Search
Company websites	Best primary source for real decision-makers and contact forms.	Search industry + country + exporter/importer. Check About, Team, Contacts, Export, Products, Procurement.
LinkedIn	Best for EU buyers, procurement teams, compliance teams, infrastructure sponsors.	Search titles plus keywords: CBAM, importer, procurement, construction materials, data center, infrastructure, steel buyer.
Google Search	Fast discovery of companies, directories, associations, and news.	Use country + product + "export", "importer", "distributor", "factory", "wholesale", "cement plant", "steel mill".
Trade directories	Good for importers, exporters, distributors, wholesalers.	Use Europages, Kompass, national chambers, trade fair exhibitor lists, material directories.
Facebook / Telegram groups	Useful in Eurasia for factories, logistics, wholesale, construction material trade.	Watch for posts about export, logistics delays, EU buyers, construction materials, industrial cargo.
Industry associations	Good for credible regional lists.	Look for steel, cement, mining, logistics, construction, energy, and manufacturing associations.
News and tenders	Best for developers and infrastructure projects.	Search delayed projects, grid connection issues, new factories, industrial parks, procurement tenders.

5. Search Terms

English Search Terms

- steel importer Europe
- construction materials distributor Germany
- cement importer EU
- CBAM steel supplier
- battery materials supplier Europe
- industrial exporter Georgia Europe
- Kazakhstan mining exporter EU
- Turkey steel exporter EU
- data center grid capacity Europe
- industrial park power capacity

Russian Search Terms for Eurasia

- экспорт металла в Европу
- производитель цемента экспорт
- завод арматуры экспорт
- поставщик стали в ЕС
- горнодобывающая компания экспорт
- строительные материалы оптом Европа
- импорт строительных материалов ЕС
- CBAM металл экспорт
- экспорт удобрений Европа

6. What to Look For on a Company Website

- Products: steel, cement, aluminum, fertilizers, profiles, pipes, sheet metal, insulation, plastics, battery materials, infrastructure components.
- Export language: “EU clients”, “international markets”, “export department”, “certificates”, “quality documents”, “customs”.
- Buyer-side language: “procurement”, “supplier onboarding”, “sustainability”, “CBAM”, “ESG data”, “supplier compliance”.
- Infrastructure language: “available power”, “data center”, “industrial park”, “energy efficiency”, “grid connection”, “tenant reporting”.
- Decision-maker signals: named directors, procurement contacts, export contacts, investor relations, plant management, owner/operator details.

7. First Qualification Questions

Ask only enough to confirm there is a real opportunity. Do not turn the first contact into a technical interview.

1. What product, facility, or project are you trying to move, verify, finance, or supply?
2. Is the buyer, supplier, or project connected to Europe-facing trade?
3. What documentation is currently missing, weak, or being questioned?
4. Is CBAM, Battery Passport, supplier due diligence, energy evidence, or infrastructure performance part of the discussion?
5. Who controls the decision: owner, buyer, importer, CFO, procurement, plant manager, bank, investor, or government authority?
6. What is the urgency: live deal, delayed project, compliance deadline, financing review, buyer request, or cost-reduction problem?

8. Contact Scripts

A. Supply-Side Email: Exporters and Factories

Subject: EU Buyer Data Requirements / Export Documentation Support

Hello [Name],

I am contacting you because many Europe-facing industrial exporters are now being asked for stronger production, energy, and supplier documentation before buyers approve orders.

QH8 Systems helps factories and exporters structure technical evidence for CBAM readiness, buyer due diligence, and trade documentation support.

We do not replace your auditor or customs broker. We help build the operational evidence layer behind the documentation.

Would you be open to a short 15-minute qualification call to see whether this is relevant for your EU-facing exports?

B. Demand-Side Email: Importers and Buyers

Subject: Supplier Data Verification / Import Risk Review

Hello [Name],

Are you currently reviewing suppliers whose production data, CBAM readiness, or documentation quality is difficult to verify?

QH8 Systems helps importers and buyers review supplier evidence before purchase orders, trade capital, or settlement milestones move forward.

The goal is simple: reduce supplier-data risk and strengthen the documentation behind regulated industrial trade.

Would you be available for a short 15-minute briefing with QH8 Systems?

C. Infrastructure Email: Developers and Data Centers

Subject: Power Capacity and Infrastructure Evidence Review

Hello [Name],

Many industrial and data-center projects are delayed because usable power capacity, peak demand behavior, and operating evidence are difficult to prove to investors, tenants, insurers, or infrastructure partners.

QH8 Systems helps structure operational evidence and infrastructure intelligence for energy-intensive assets.

Would you be open to a short review to determine whether QH8 can support your project evidence package?

D. LinkedIn Connection Request

Subject: No subject

Hello [Name], I work with QH8 Systems on Europe-facing industrial trade, supplier due diligence, CBAM readiness, and infrastructure evidence. I wanted to connect because your company appears active in this corridor.

E. Short Follow-Up

Subject: Following up on supplier data / trade evidence

Hello [Name],

Following up on my previous message. The reason I contacted you is simple: many buyers and exporters are now losing time or margin because supplier data is not strong enough for procurement, compliance, or financing review.

If this is relevant, I can introduce you to QH8 Systems for a brief qualification call.

F. Russian Supply-Side Message

Subject: Данные для экспорта в ЕС / CBAM readiness

Здравствуйте, [Имя],

Я обращаюсь к вам, потому что европейские покупатели всё чаще требуют более сильные производственные и энергетические данные от поставщиков.

QH8 Systems помогает заводам и экспортёрам подготовить технический пакет доказательств для CBAM readiness, due diligence и торговой документации.

Мы не заменяем аудитора или таможенного брокера. Мы усиливаем техническую доказательную базу за документами.

Готовы ли вы рассмотреть короткий 15-минутный разговор, чтобы понять, актуально ли это для ваших поставок в Европу?

G. Russian Demand-Side Message

Subject: Проверка поставщика / импортный риск

Здравствуйтесь, [Имя],

Вы сейчас работаете с поставщиками, у которых производственные данные, CBAM readiness или документация вызывают вопросы?

QH8 Systems помогает импортёрам и покупателям проверять техническую доказательную базу поставщика до размещения заказа или движения капитала.

Цель простая: снизить риск по данным поставщика и усилить документацию для регулируемой промышленной торговли.

Можем организовать короткий 15-минутный брифинг с QH8 Systems.

9. Handoff Protocol

When the target shows interest, move immediately to handoff. Do not keep selling alone.

1. Collect the target company name, website, country, product/project, and target role.
2. Confirm the contact person, direct email, phone or WhatsApp, and time zone.
3. Write a short summary of the pain point: CBAM risk, supplier verification, buyer due diligence, grid capacity, financing evidence, or settlement coordination.
4. Send an introduction email connecting the target to QH8 Systems and copy the partner contact.
5. QH8 Systems confirms whether the opportunity is accepted for qualification.
6. Once accepted, the partner role is logged as supply-side, demand-side, or closed-loop, subject to written terms.

Introduction Email Template

Partner Introduction Email

Subject: Introduction: [Company] <> QH8 Systems

Hello [Target Name],

As discussed, I am introducing you to QH8 Systems.

QH8 Systems can review whether your current trade, supplier-data, CBAM readiness, infrastructure, or due-diligence problem is a fit for their technical evidence and documentation support layer.

QH8 Team, the opportunity is summarized below:

Company: [Company]

Country: [Country]

Product / Project: [Product or project]

Problem: [Short pain point]

Urgency: [Timeline]

Best contact: [Email / phone / WhatsApp]

I will let both sides continue from here.

10. Partner Opportunity Registration

Before QH8 begins deeper qualification, the partner should register the opportunity in writing. This protects serious partners and prevents role disputes.

Field	Required Information
Partner name	Full name, company, country, email, phone/WhatsApp.
Partner role	Supply-side, demand-side, or closed-loop.
Target company	Legal/company name, website, country, and business category.
Target contact	Name, role, email, phone/WhatsApp, LinkedIn if available.
Opportunity type	Export, import, due diligence, CBAM readiness, infrastructure evidence, settlement coordination, data center/grid issue.
Commercial problem	One paragraph explaining the pain point and urgency.
Evidence gap	What data or documentation is missing, weak, or untrusted.
Status	Cold lead, warm lead, interested, meeting requested, meeting confirmed, active negotiation.

11. Commission and Settlement Logic

Partner compensation is not based on verbal promises. It is handled through written partner terms connected to confirmed QH8 contract revenue and client payment.

Role	Commercial Function	Potential Allocation
Supply-Side Partner	Introduces the factory, producer, exporter, or origin-side facility.	Up to 25%
Demand-Side Partner	Introduces the buyer, importer, developer, procurement team, or project owner.	Up to 25%
Closed-Loop Partner	Controls both the supplier side and buyer/project side of the opportunity.	Up to 50%
QH8 Core	Provides technical delivery, evidence architecture, reports, documentation support, and commercial execution.	Remaining core allocation

Payment Rails

Depending on the project and jurisdiction, settlement may use standard bank transfer, regulated escrow, paymaster agreement, documentary letter of credit, or digital settlement where legally available. QH8 Systems does not need crypto to execute the model.

12. What Not to Say

- Do not say QH8 guarantees customs acceptance, audit approval, tax avoidance, financing approval, or legal compliance.
- Do not say QH8 is a bank, statutory auditor, customs broker, law firm, or licensed financial institution.
- Do not promise a commission until the opportunity is accepted and written terms are confirmed.
- Do not reveal sensitive partner economics on a first cold message.
- Do not discuss technical specifications unless QH8 has asked you to do so.

13. Weekly Execution Plan

Activity	Minimum Weekly Target
Build target list	50 companies with website, country, industry, and decision-maker notes.
Send first messages	25 qualified messages across email, LinkedIn, website forms, or WhatsApp.
Follow up	Two follow-ups per qualified target over 10-14 days.
Qualify opportunities	5-10 live conversations or replies.
Submit to QH8	Only real opportunities with company, contact, pain point, and urgency.

14. Strong Fit vs. Weak Fit

Strong Fit	Weak Fit
Direct access to owner, buyer, procurement, exporter, developer, or plant management.	Only vague contacts or public emails with no route to decision-makers.
Clear product, project, facility, or import/export flow.	No specific company, product, geography, or transaction.
Real pressure: compliance, financing, buyer data request, margin problem, power limitation.	General interest with no urgency or measurable pain.
Partner can collect basic commercial facts.	Partner refuses to gather information or only wants passive referral fees.

15. Compliance Boundary

QH8 Systems does not replace customs brokers, statutory auditors, engineers of record, official certification bodies, local legal advisors, banks, exchanges, or licensed financial institutions. QH8 provides technical evidence, data structure, documentation support, infrastructure intelligence, and milestone-based commercial coordination through appropriate providers where required.

Final Instruction

Partner Rule

Find the real opportunity. Confirm the pain point. Register the lead. Execute the handoff. QH8 Systems will handle technical qualification, evidence architecture, documentation structure, and settlement coordination.