

Finding the right telecommunications partners for growth

In an increasingly complex environment for manufacturers, leading Spanish telecommunications provider Ekanet Soluciones S.L. needed to expand commercially whilst maintaining their core promise of customer focus.



Taking the first step

Founded in 2014, Ekanet Soluciones S. L. is a company with extensive experience in the manufacturing and commercialisation of rack cabinets. It also offers all kinds of materials for networks, structured cabling, telephony, connector rosettes, patch cords etc.

Ekanet Soluciones S.L. covers both domestic and international markets with ambitions to expand their global business further. In his search for growth, José Moreno Martín discovered and started using the Santander Trade Club, part of the Trade Club Alliance, and hasn't looked back.

The power of together

By tapping into the Trade Club Alliance's database of businesses in over 50 countries, the company was able to successfully identify the right trading partners.

Through their access as a member of the Santander Trade Club, Ekanet Soluciones S.L. was able to find and connect with trustworthy partners globally and, in this instance, found a company in Portugal which is now importing their products.

Moving forward with trust

Following their recent success, Ekanet Soluciones S.L. is looking to make greater use of the Trade Club Alliance and leverage its access to businesses and other banking groups.

The opportunity to build lasting relationships will enable them to keep growing – especially through the use of the Opportunities Module from the Trade Club platform. This feature helps connect them to offers from importers looking for racks and other telecommunication materials. It's simply a click away.

“ Thanks to Santander Trade Club I was able to find a new partner, enter into business discussions, and complete a transaction with them in less than a month! ”

– Mr. José Moreno Martín, CEO of Ekanet Soluciones S.L.

