

RADAR SUBSCRIPTION

YOUR WEEKLY RADAR OF RISKS AND OPPORTUNITIES

External commercial intelligence department on a permanent basis

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: THE MARKET CHANGES EVERY DAY — YOU NEED TO KNOW FIRST

Radar Subscription is your external department for commercial risks and opportunities. Every week you receive a concise radar report: what has changed around your business over the past 7 days, where threats have emerged, and where growth windows have opened. Instead of reading dozens of news items, tenders, and market signals — one clear summary with specific recommendations: "what to do in the next 7 days." We work exclusively with open sources (OSINT): registries, EU tender databases, competitor websites, job postings, news, reviews, social media, and industry reports. Our goal is not to give you "yet another news feed" but to regularly deliver decisions: where to move, what to protect against, and what to adjust in your plans.

What's included in Radar Subscription

| Component | What You Get |
|----------------------------|------------------------------------------------------------------------------------|
| Radar Brief (weekly) | 1–2 pages: opportunities, risks, competitor moves, key market signals |
| Executive Snapshot | 2–3 lines: the main risk of the week and the main opportunity — for fast decisions |
| Competitor Monitoring | Product launches, hiring, expansion, price changes, new partnerships |
| Partner / Risk Watch | Warning signals on key partners, suppliers, and clients |
| Actionable Recommendations | 3–5 specific steps: what to check, who to talk to, where to accelerate / brake |

2. WHY YOUR BUSINESS NEEDS THIS

Most companies learn about market movements 2–4 weeks late. In that time, a competitor occupies a niche, a partner lands on a sanctions list, and a client signs a contract with another supplier. Radar Subscription eliminates this blind spot: you see the market in real time, without spending 10–15 hours per week on monitoring.

- A competitor cuts prices — you know on the day it happens, not a month later
- A key client hires a new CPO — signal: decisions will change, time to make contact
- A tender matching your profile appears in the EU database — you're first to submit
- A partner appears in negative news — you protect your reputation before the scandal
- A new player enters the market — you analyze their weaknesses before anyone else

3. HOW RADAR SUBSCRIPTION DIFFERS FROM STANDARD MONITORING

| Standard Monitoring | Radar Subscription |
|---------------------------------|-----------------------------------------------------------------------------|
| News digest without conclusions | Every signal comes with a recommendation "what to do" |
| General industry data | Focus on your niche, your competitors, your market |
| Manual work by your team | Fully handled by us — you receive a ready brief |
| Reactive response | Signals 7 days ahead — you act while the window is open |
| No OSINT layer | Registries, tenders, hiring, social media, partner connections — all in one |

Ready to discuss your challenge. Reach out and I will respond personally.

Vladislavs Mamonovs

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4. WHAT YOU GET: FULL DELIVERABLES

| Result | Details |
|---------------------|-----------------------------------------------------------------------------------|
| Weekly Radar Report | PDF or Google Doc: risks, opportunities, competitors, recommendations |
| Executive Snapshot | 3-line summary for CEO / owner without extra text |
| Signal Archive | Accumulating archive: history of market, partner, competitor changes |
| Hot Alerts | Immediate notification on a critical signal (no waiting for next issue) |
| Quarterly Review | 3-month trend analysis: what materialized, where signals were missed, what's next |

Want to know what's happening in your market — before anyone else?
Subscribe to Radar — weekly report with recommendations.
OSINT monitoring of competitors, partners, and market in real time.
Not 'yet another news feed' — specific steps for each week.
Don't need me — disconnect without risk.

5. WHO THIS IS FOR

Radar Subscription is for companies without their own risk & intelligence department but with the need to make fact-based decisions:

- SME / mid-market owners and CEOs — want to know what's happening in the market without spending personal time
- Commercial directors and CCOs — make decisions on pricing, partnerships, expansion based on current data
- Development directors — entering new countries and segments requires a real-time "field map"
- Companies in highly competitive niches — every competitor move matters
- Exporters and importers — need regulatory change monitoring, tender tracking, and partner checks across multiple countries

6. PROBLEMS RADAR SOLVES

- No time to track the market — but need to make data-driven decisions
- Competitors are growing faster — unclear how and what they're doing differently
- Partners and clients are changing — need early warning before a crisis
- Entering a new market — need to understand the field: players, trends, risks, entry points
- Tenders and grants — need to see relevant opportunities first

7. SUBSCRIPTION FORMATS

| Format | What's Included |
|-------------------------|--------------------------------------------------------------------------------------|
| Radar Start (1 market) | Weekly brief on one market / niche, 3–5 competitors, partner watch |
| Radar Pro (2–3 markets) | Extended monitoring, hot alerts, quarterly review, executive snapshot |
| Radar Enterprise | Full coverage: multiple countries, M&A; monitoring, custom requests, priority alerts |

Service description is based on real experience working with open sources (OSINT). Specific signals, depth of analysis, and response speed depend on industry, geography, and source availability.

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Want to build a system of active B2B sales?
Bring me in — I'll launch sales in 4–6 weeks.
Working in parallel with your team, recording everything in CRM.
Don't need me — disconnect without risk.

Ready to discuss your challenge. Reach out and I will respond personally.

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