



Services for China

PREPARATION

Fact finding / Executive visits

Selection and meeting of potential clients, partners, suppliers, distributors, local authorities and stakeholders for hands-on market surveys

Feasibility studies

Preliminary analysis to determine and document if a project is viable

Marketing Research

We offer a variety of quantitative and qualitative methodologies for all needs and budgets.

Strategies, concepts & plans

Market entry strategy, concepts and scenarios, business planning, action plans

IMPLEMENTATION

Company formation

- We provide services for the formation of a company. We take care of the incorporation by arranging the necessary permits, certificates and licenses for any type of legal entity. We also help with the drafting of incorporation articles and collaboration agreements needed to successfully incorporate.
- Company formation can be done with 100% foreign capital (a number of restrictions and exceptions must be taken into account) or with a Chinese partner (Joint Venture).

Joint venture

We assist companies in identifying and partnering with suitable Joint Venture candidates and also in the negotiation process, finalization of deal and drafting of Joint Venture Agreement (Equity Joint Venture or Co-operative Joint Venture).

Other entry options that we will help you evaluate

Liaison office (representation office) - Project office - Branch office - Mergers & acquisitions

Sales, distribution and supply network structure; partner search and selection

We prepare a list of potential dealers, distributors and suppliers by using multiple sources and references. Then with the client we proceed with the partners' selection.

Personnel search and recruitment support

- We search for potential candidates, screen and shortlist them, take their interviews and, along with our customers, select and recruit the most adequate ones.
- We provide employment contracts and manuals and support you with HR assessments/audits.

Factory/office installation and turnkey project

- Set up of complete manufacturing facilities (Equipment purchasing, tendering, design and construction supervision)
- A turnkey project includes prospection visits, licenses and permits application, land selection and acquisition, site construction, equipment procurement, production line set-up

INNOVATION

Innovation and market transfer

Take advantage of the strong dynamics of worldwide innovation transfer over 40 industrial product groups

Product development & design

- We do the complete and systematic follow up of the product development stage.
- We follow systematic procedures for product development according to industry practices.
- We coordinate the transfer of information between customer and supplier, follow up the development of tools involved, carry out first samples inspection reports and product validation as per the Project Plan agreed by the customer.
- We closely monitor the deadlines of the different development phases. Regular supplies will start only after getting the samples or prototypes approved by the client.

OTHER

Business centers

Our offices are equipped with all the modern amenities required for business operations. Apart from the infrastructure you will have the opportunity to daily access and interact with our consultants.

Legal advices & mediation

- We take care of all legal problems and solve even tricky cases fast and efficiently.
- We carry out legal consulting and assessment for various approvals, licenses, permits, incorporations, listing and administrative requirements, etc.

Operations and management support

We take care of your operations and support your management in the start-up phase.

Sourcing & trading

- Sourcing of materials and components, supplier selection and trade support
- We help our customers to take the best decisions regarding price negotiations of their purchases.