



Market entry consultants – Europe

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MARKET ENTRY CONSULTANTS - EUROPE

If your firm is planning or is already implementing expansion to new European markets, then this document is meant for you.

In this paper I am introducing consultants that are active in various European countries and that can assist companies in the local activities of market entry. The focus is in consulting companies that have also business and market related competences, so the ones concentrating only on e.g. financing, legal, HR, office or translation services are not included.

Local experts are not enough to boost business. An internationalising company must secure that some basic premises like defining the role of international operations in the company growth strategy, initial prioritisation of target countries and trimming the company for internationalisation are taken care of.

The listing here is by no means comprehensive; depending on a target country, industry and the type of services looked for, you should also study possible other potential cooperation partners. I am always pleased to receive your good submissions to make the list more complete. I have been involved with many of the listed consultants, so if needed, I can also assist you in your consultant selection.

There are two tables in the document, with the first introducing the consultants that primarily operate in one single country. The consultants offering their local services in more than one country, are introduced in the second table. The second table is further divided into sections, presenting consultants focusing on Western Europe, Central or Eastern Europe, whole Europe or multiple continents (World).

Market entry consultants operating in one single country

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Austria	Bloom	Makes your launch a success. Twenty years of branded goods experience and a perfect understanding of the market ensure a tailor-made consultancy and make for a perfect launch	Dr. Otto Zimmermann-straße 9, 2380 Perchtoldsdorf	Phone: +43 1 865 46 36, office@bloom-trading.com	Branded goods	Business strategy, Market research, Channel development and partnering
France	Emily Crews Montes	An experienced blue-chip professional is on hand to help for a fraction of the cost of a full-time employee.	La Richardais, Maroué, 22400 LAMBALLE	Emily Crews-Montes +33 296 50 08 05 +33 643 66 65 17 emily.montes@orange.fr	All industries	Local company set-up, translation
France	IB Links	Provides full services and assistance to companies wishing to operate from a Paris-based location, be it a Liaison Office, a Branch or a Subsidiary.	11bis rue de Moscou, 75008 Paris	Jérôme Charbonnier, Tel.: +33 (0)1 53 42 36 80, Email: iblinks@iblinks.fr	All industries	Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, Legal, Financial services
France	My French Communication Agency	Provides foreign businesses with strategic advising and services, helping them steer their international communication projects towards success on the French Market	My French Communication Agency La Créative Boutique 139 rue des arts 59100 Roubaix	Jennifer Raimond Director +33 3 62 65 80 03 jennifer@my-french-communication-agency.com	All industries	Marketing & Comms
France	Trade Company Finances	Help companies to settle permanently in France by avoiding the difficulties related to a location outside their country of origin, with infrastructure costs control and optimization of their investment.	56 avenue du Président Wilson, BP 80008, 93213 Saint Denis La Plaine Ced	Joseph Heraief, Tel.: +33 (0)1 44 51 99 99, Mobile : +33 (0)6 88 88 44 57, Email : j.heraief@tradecompanyfinances.com	All industries	Local company set-up, Market research, HR, Legal, Financial services, M&A

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Germany	BDG Consulting	Our proven market development program ensures our customers benefit from an analytical and strategic approach entering the German market.	Potsdamer Str. 141 10783 Berlin	Mr. Thim Werner Phone: +49 (0) 221 - 64 00 90 80 Email: t.werner@businessdevelopmentgermany.com	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering
Germany	Consultinghouse	Whether you are incorporating a new business, planning to restructure your existing organization or looking into a possible new acquisition. Consultinghouse provides innovative solutions to address unique business challenges that support companies across various industries.	Kurt-Blaum-Platz 8 63450 Hanau/ Frankfurt M.	Martin Wilke, +49 (0) 6181 250 330	ICT, Manufacturing, Services	Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, HR, Legal, M&A
Germany	CPS Consulting Scanwire	We know extremely well what companies do best when entering new markets. Out of all the companies we have been advising over the past 30 years about how to capture the European market, each and every one already had a strong product or service portfolio in place.	Niehler Gürtel 104, D-50733 Köln	Hannu Pyysalo, +49 (0)221-82 82 00 78 / +49 (0) 177-716 70 29, info@scanwire.com	Energy, ICT, Manufacturing	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering
Germany	Dr. Baumer Consultants	Provides market intelligence and hands-on business development services to help you grow in your export market. Furthermore, if you want to establish a presence in Germany, we can provide you with flexible support and solutions	Weilimdorfer Str. 74/1, 70839 Gerlingen (Stuttgart)	Tel: +49 7156 92783-10, E-Mail: info@drbc.de	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, HR, Legal, Financial services
Germany	DS Consulting	Supports international companies and organizations in their business activities in Europe's largest market.	Mangstrasse 29, D-80997 Munich	Phone +49 (0)89 818 029 80, mail@dsconsulting.de	All industries	Local company set-up, Market research, Financial services

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Germany	Entry Germany	Support international online businesses that want to get established on the German market.		info@entry-germany.com	Online businesses	Business strategy, Local company set-up, Market research, Marketing & Comms, Localisation
Germany	Globis	Market entry consulting for German market.	Brückenstr. 4, 10179 Berlin	+49 (0) 30 40 05 49 0 ,+49 (0) 30 40 05 49 28, globis@globis-berlin.de	All industries	Business strategy, Market research, Channel development and partnering
Germany	Helm & Company	Our primary focus is to assist foreign companies in understanding the German market, developing and executing market-entry and go-to-market strategies, and creating sustainable growth.	Hasenhäweg 50, 63741 Aschaffenburg	Tel.: +49 60 21 / 3 38 90 6, eMail: info@helmco.de	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, HR, Localisation of products
Germany	KPI Consult Staudinger	Consultancy for foreign companies on entering the German market.	Vogesenstraße 33, 76532 Baden-Baden	Ulrich Staudinger, Mobile: +49 160 94455577, Landline: +49 7221 9718610, us@kpi-consult-staudinger.com	All industries	Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Germany	Promarex marketing	Targeted to enable companies from various industries to establish a foothold in the German market fast and at reasonable cost.	Wertherstrasse 62 32130 Enger	Mr. Ruediger Otterpohl +49 / 5224 / 69848 info@promarex.de	Food, beverages, nonfood, b-to-b IT software, services	Market research & analysis, market entry strategy development, marketing & sales planning, communication concept & management, product assessment & adaptation, sales partner selection & management, general marketing, sales and business support, business branch localization
Germany	Sembassy	Helps software vendors to enter the German market with the lowest level of committed cost and the highest probability of success. Our focus is Mobile App enabled products and services and ad technology.	Fritz Reuter Strasse 36, 22926 Ahrensburg	Axel Hoehnke, +49 – 4102 - 898.656, Email: a@sembassy.com	ICT: focus sw, mobile	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering
Germany	Sinn-Consulting	German Market Research and Competitive Analysis - for International Companies that plan to enter the German Market.	Knorrstrasse 11, D-80807 Muenchen,	Dieter K. Sinn, Phone +49-89-3590195, E-Mail: info@sinn-consulting.de	ICT	Business strategy, Local company set-up, Market research, Channel development and partnering
Hungary	NNCon	We help our clients in answering strategic challenges with market studies, market entry strategy development, business planning and business model optimization	1077 Budapest, Király u. 43-45. I. em. 14.	Péter Nagy, Tel.: +36 20 973 9955, E-mail: peter.nagy@nncon.hu	All industries	Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Italy	Executive Consulting	Foreign companies and organizations interested in the Italian market will find with us the right partner and interface with the local actors.	Via E. Wolf Ferrari, int. c6, 00124 Roma	Tel. +39 06 50934493, info@executiveconsulting.it	All industries	Market research, Marketing & Comms, Channel development and partnering
Italy	Presentia	Mission is to provide the fastest, most direct and efficient way to market in Italy.	Largo San Giuseppe 3/27 - 16123, Genova	Tel: +39.010.596.0296, Mob: +39.347.720.8284, solutions@presentia.it	All industries	Market research, Marketing & Comms, Legal
Poland	Augeo Ventures	We will assist your company in managing the process of a smooth and successful entry into the Polish market.	ul. Rozbrat 6/5, 00-451 Warszawa	Telephone: +48 22 745 17 55, Email: biuro@augeo.pl	All industries	Business strategy, Market research, Channel development and partnering
Poland	Consulton	Supports foreign companies enter the Polish market. With a range of services in market development and competitive intelligence, Consulton provides - market research & analysis; strategic consulting; channel and partner research and also carries out and coordinates on site business activities.	Krzywickiego 34, 02-078 Warsaw	Phone: +48-22-622-66-55, email: warsaw@consulton.pl	All industries	Local company set-up, Market research, Marketing & Comms, Channel development and partnering
Poland	Holon Consultants	HOLON CONSULTANTS provides entry strategy, M&A and market intelligence services to large and medium sized international companies both present on and entering the Polish market.	Atrium International Business Center, 3rd floor, Al. Jana Pawła II 23, 00-854 Warsaw	Phone: +48 22 653 9090, email: biuro@holon.pl	All industries	Business strategy, M&A
Poland	Komfort International	Our target is to help EU investors in establishing their business activity and support them in the implementation of different investment projects in Poland.	ul. Elegancka 35 PL 02-835 Warszawa	Janusz Staroscik, Tel: +48 691 56 57 56, E-mail: office@komfort-international.com	All industries	Business strategy, Local company set-up, Market research, Customer acquisition, Channel development and partnering

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Poland	PKGT	Provides audit, due diligence, tax advisory, marketing and business consulting services to existing investors operating in Poland as well as those newly entering the market.	Wybrzeze Kosciuszkowskie 43/4, 00-347 Warsaw	Andrew Kinast, T: +48 22 390 84 77, akinast@pkg.pl	Manufacturing	Business strategy, Market research, Marketing & Comms, Legal
Poland	Poland Consulting Services	Our goal is to provide our customers a quick and successful access to the Polish market.	ul. Jasna 1/1 58-500 Jelenia Góra	Daniel Blotenkämper, Landline: +48 75 6474008, Cellphone: +48 509203504, E-Mail: db@polandconsulting.com	All industries	Business strategy, Local company set-up, Market research, Channel development and partnering, HR, sales partner search
Poland	Poland Zalewski Consulting	We offer all necessary services for foreign companies or individual businessmen wishing to start doing business in Poland.	CFS Sp. z o.o., ul. Grzybowska 77/410, 00-844 Warsaw	tel. +48 222 90 10 90, email: info@zalewskiconsulting.pl	All industries	Local company set-up, Market research, Legal, Financial services
Poland	Toucan Business Consulting	Our mission is to help small companies to enter Polish market. We offer our experience and services to help you take your critical first steps to success in Poland.	ul. Zbyszka z Bogdanca 21, 03-259 Warszawa	Tel. : +48 399 503 224, Mob.: +48 661 596 586, info@toucan.pl	All industries	Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, M&A
Russia	East Consulting	Finnish Management Partner Company that creates value for its customers by supporting their market entries to Russia.	Bulevardi 7, 00120 Helsinki	Petri Vuorio,+358 50 357 7559, petri.vuorio@eastconsulting.fi	All industries	Business strategy, Local company set-up, Market research

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Russia	Europa Business Solutions	We offer our clients high quality consultancy and hands-on business development in Russia services aimed at launching their products and services in Russia and CIS countries.	Arkadiankatu 28, 00100, Helsinki	Oleg Paliy, oleg.paliy@europasolutions.fi, +358 40 803 2526	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering
Russia	EZSolutionS	EZSolutionS know just which essential actions to perform to drive your company's business forward		Natalya Afanasyeva, +7 (495) 769-4467, na@ezsolutions.ru	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, HR, Legal
Russia	Grafski Consulting	Helps international businesses to enter and expand on the Russian market cost- and time-efficiently.	Shabolovka 34, Bldg 3, Moscow 115419	Stislav Grafski, +7 (915) 288 3848 / +7 (903) 103 8262, mail@grafski.com	All industries	Business strategy, Local company set-up, Market research, Customer acquisition, Channel development and partnering
Russia	Russia Consulting	We support companies on matters concerning doing business in Russia, irrespective of their size and industry sector. Our team of over 500 experts advises on market entry structure, accounting and reporting, IT/ERP-connection and tax consulting in Russia.	ul. Bakhrushina 32/1, 115054 Moscow	Tel.: +7 / 495 / 956 55 57, info@russia-consulting.eu	All industries	Local company set-up, Market research, HR, Legal, Financial services

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Spain	Brandenburg Consulting	We help medium-sized and big companies that are in the phase of accessing the Spanish market. We carry out market research, develop market approach strategies and offer related services.	C/Bruc 35, 2º 3ª , 08010 Barcelona	Tel. +34 933 012 860 , E-mail: info@brandenburgconsulting.eu	Government, Internet, Retail, Environment	Business strategy, Local company set-up, Market research, Channel development and partnering
Spain	Orta Consultants	We assist our clients in the development of their business plan and offer a detailed picture on the structure of the target market, taken from the perspective of a country, sector and product, analyzing the different variables that provide accurate information on the opportunities and sales potential, going through aspects like competition, legislation, positioning strategies, estimation of market potential and potential distribution channels	Barcelona	Tel.: +34.93.396.8905, Spain@ortaconsultants.com	Energy, ICT, Consumer products, Biotechnology, Pharma, Healthcare, Aerospace, Automotive	Market research
Spain	Rees Export Consulting	We offer everything from a general assessment of your export requirements, right through to a detailed market analysis, entry strategy and merchandising advice specifically targeted to your business and export objectives.	Calle Puerto Rico, 4, 28220 Majadahonda, Madrid	Tel: +34 91 082 01 79	Food and drink industries	Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering
Switzerland	M&BD Consulting	We offer Swiss Market Entry services. We can support our customers and partners throughout all stages of the market entry process	Ruelle du Grand-Pont 4, 1003 Lausanne	+41 (0) 22 575 33 77, info@mbdconsulting.ch	All industries	Business strategy, Local company set-up, Market research, Channel development and partnering, HR, Legal
Switzerland	Swiss Opportunity Consulting	Offering a wide range of services to companies and investors seeking to establish business relations in Switzerland.	Rotfluhstrasse 87,8702 Zollikon	Tel. +41 (0)44 586 75 85, Email: info@swissoc.com	All industries	Local company set-up, Market research

Target country	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities
Turkey	Albars Consulting	Albars Consulting can provide you with complete solutions for investment or trading, organizing, marketing, promoting and developing business in Turkey	Levent Mahallesi, Güvercin sok, No:33, 34330, Beşiktaş / İSTANBUL	Phone: +90 (212) 557 5000, E-Mail: info@albarsconsulting.com	All industries	Business strategy, Market research, Channel development and partnering
Turkey	Dilekogan Consulting	Market entry services to Turkey and Middle East.	Istanbul	info@dilekoganconsulting.com	All industries	Business strategy, Market research, Channel development and partnering, Logistical support
Turkey	Foreign Market Consulting	Our services range from market research to company formations and business services, giving our clients the option of having a single local service partner in Turkey.	Dede Yusuf Sok. No:11 TR-34453 Buyukdere Sariyer,Istanbul	Tel.. +90-212-3638-055 , Email: info@fmconsulting.com	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Channel development and partnering, HR, Financial services
Turkey	Imza Consulting	We offer our clients advice as well as assistance in the following fields: Mergers & Acquisitions, Market Entry, Business Support, Intellectual Property, and Public Affairs.	Istanbul	tel. + 90 212243 22 44, email info@imzaconsulting.com	All industries	Business strategy, Local company set-up, Market research, Legal, M&A
Turkey	McBDC	We help foreign firms in entering the Turkish Market or expand their presence in the market. Offers market entry assistance and consulting services to foreign companies interested to do business, invest, source, acquire a local company in Turkey with a powerful Market Entry Strategy and Business Plan.	Sahrayıcedit Mahallesi, İnönü Caddesi Mescitli Sokak No:23/A, Kadıköy/İstanbul	Tel: +90 216 336 60 17, e-mail: web@mcbdc.net	All industries	Business strategy, Market research

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UK	International Strategy Solutions Limited	Our services work for you if you're starting to export or want to develop your international trade.	Parkside House, 17 East Parade, Harrogate North Yorkshire HG1 5LF	Mark Armitage, mark@international- strategy.com, Mobile: +44 (0) 7976 308569 Tel: +44 (0) 1423 506129	All industries	Business strategy, Market research, Marketing & Comms, Marketing Planning
UK	Polarity UK	Polarity UK offers its services to businesses seeking to explore potential new markets or pursuing further growth and extending customer reach.	1 Patience Road, SW11 2PY, London	Webpage	All industries	Business strategy, Market research, Marketing & Comms
UK	RHS Europe	A unique range of in-depth market-entry consulting, analysis, planning and management services to organisations wishing to enter the UK market from other countries.	21 Curtyn Close, Abingdon, Oxfordshire OX14 4SE	Telephone +44 1235 53 11 00, E-mail enquiry@rhs- europe.co.uk	All industries	Business strategy, Market research, Channel development and partnering

Market entry consultants operating in more than one country

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
Western Europe	Agora Consulting	Market access and reimbursement consultancy services provider for the European pharmaceutical, medical device and biotech sectors.			Pharmaceutical, medical devices, biotech	Business strategy, Market research, Marketing & Comms, HR, Regulatory data	FI, DK, UK,- IE, NL, BE, DE, FR, SP, PT, IT, -
	Budeso	Within days your company gets access to the European market. You will receive a fully functional virtual subsidiary in Europe (Germany and/or France).	Bundeskanzlerplatz 2-10, 14th floor, 53113 Bonn	Phone: +49 228 30413280, contact@budeso.com	All industries	Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, HR, Business process outsourcing	DE, FR
	MCxtend	MC XTEND helps you gain an overview of the potential for your products or services, as well as identify and meet with the most appropriate business partners, such as importers, integrators and producers.			All industries	Business strategy, Market research, Channel development and partnering, Intercultural training	SE, NO, NL, BE, DE, FR, IT, CH
	MD101 Consulting	We can bring you an extensive experience of positioning and launching advanced technical medical products on the market and take care of the registration issues as well as the marketing and sales strategy.			Medical products	Business strategy, Local company set-up, Channel development and partnering, CE mark process	FI, SE, NO, DK, DE, FR, SP, IT
	Value Function Consulting	Value Function Market Development Services are aimed at information technology product and services companies exploring new geographies and new services areas within the EU.			ICT	Business strategy, Market research, Customer acquisition, Channel development and partnering	FI, SE, UK, FR

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
Central and Eastern Europe	Gateway Baltic	Our team offers practical support to enter or expand into a new market or segment.-			All industries	Business strategy, Local company set-up, Market research, Customer acquisition, Channel development and partnering	ES, LT, LV
	Easylink business services	EasyLink provides professional services to companies seeking sales, market-entry, investment or sourcing opportunities, commercial intelligence and/or business partners/customers.			All industries	Business strategy, Market research, Channel development and partnering	PL, CS, HU, SK, RO, BG, Es, LT, LV, HR, UA, RU
	PMR Consulting	PMR Consulting offers a wide scope of advisory services a company requires to enter or penetrate a market, optimise costs or find a business partner.			Chemicals, Construction, ICT, Manufacturing, Services, Retail, FCMG, Pharma, Healthcare,	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, Financial services, M&A	PL, CS, HU, SK, RO, BG, SI, HR, GR, TR, RU, ES, LT, LV
	Thomas Augustin	Exclusive service of marketing and sales for small to medium-size fine food producers wishing to expand their markets across Europe.			Agricultural products	Market research, Customer acquisition, Channel development and partnering	AT, PL, CS, HU, SK, RO, BG, SI, HR
	Weastra	The area of our activities consists in consultancy in the field of market entry and business growth as well as the realization of specialized market analyses and complete market entry projects			All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Channel development and partnering, M&A	PL, CS, HU, SK, RO, BG

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
Europe	Seppo Hoffren Consultancy	Operates with the aim of helping its clients, primarily small and medium-sized companies, to succeed.			All industries	Business strategy, Local company set-up, Market research, Channel development and partnering	FI, SE, NO, DK, UK, IE, BE, DE, FR, SP, IT, CH, PL, RO
	Soprano Finpro Consulting	Finpro Consulting helps companies during the internationalization process. We help our clients develop their knowledge and skills in international business and make it easier for them to obtain concrete results in the global market.	Tammasaare nkatu 5, HTC Santa Maria, 00180 Helsinki	Kaisa Vikkula, +358 40 548 3554, kaisa.vikkula@soprano.fi	All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, M&A	FI, SE, ES, other countries?
	Trandit	Small and medium foreign enterprises(SMEs) that plan to enter into Turkish or Italian market.	Veko Giz Plaza Meydan Sk. No:3/45 K.14 - Oda 1407, Maslak - Istanbul	+90 212 275 06 55, info@trandit.com		Business strategy, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering	IT, TR

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
World	Aydon Consultants	An international network of global business development firms offering expertise, advice, invaluable business services and resources for your company.			Agricultural products, Chemicals, Energy, Manufacturing	Business strategy, Local company set-up, Market research, Channel development and partnering	UK, FR, SP, IT, CS, GR, TR
	Cayla Consulting Group	This service is executed mostly for (larger) multinational and larger to medium sized companies. The clients are either European companies aiming to enter new markets within Europe or American companies wishing to get established in Europe or in selected European markets, but also Asian companies.				Business strategy, Market research, Financial services, M&A	SE, NL, DE, SP, IT, CH, MY
	Global BMT Consulting	Offers specialized services to foreign companies and organizations to hit the ground running when entering new markets.			All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, HR, Legal, Financial services	UK, NL, SP, PL
	Growth Market Partners	We are a multi-national team, working locally, who can support you in making your entry in Growth Markets a success.			All industries	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering, Supply chain mgmt	PL, CS, HU, RO, TR, BR, CL, CO, RU, KZ, MX, PE, ZA

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
World	International Business Group	IBG offers you key contacts and exclusive information in new global markets. We offer a variety of services to clients through our network of international trade and investment consulting offices covering markets in the Americas, Western & Eastern Europe, Asia-Pacific, Africa and the Middle East.			All industries	Business strategy, Local company set-up, Market research, Customer acquisition, Channel development and partnering, Financial services, Logistical support	UK, NL, DE, FR, SP, CS, AU, BR, ZA, CA, CL, CH, IN, IL, JP, KR, MX, , SG, US
	K2M Consultants	We are your beachhead for developing your business and your human resources in North America (Quebec) or in Europe (France). We help our customers to develop and install real solutions for their domestic and international markets.	12 rue Jean-Jacques Rousseau, 75001 Paris	Patrick Keravec, Tel.: +33 (0) 1 44 76 07 87, Cell.: +33 (0) 6 26 94 90 18, Email: pkeravec@k2mconsultants.com	Agricultural products, Energy, ICT, Manufacturing	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering	FR, CA
	Klaas Consulting	Find your medical distributor. Find your medical distributor.			Medical devices	Business strategy, Market research, Marketing & Comms, Channel development and partnering	DE, network globally
	Lava IP International	Lava IP International's Market Entry Consulting services help companies and organizations enter new markets in a number of different ways.			Agricultural products, Chemicals, ICT, Manufacturing, Services, Automotive, Aerospace, Consumer products, Pharmaceuticals, Healthcare	Business strategy, Market research	Selected countries in the world

Focus region	Consultant name	Consultant summary	Consultant address	Contact information	Industry focus	Specialities	Country presence
World	PSD Consulting	PSD Global's market entry practice is designed to provide a cost-efficient and reliable international sales implementation solution for high-growth, mid-market technology firms.			Agricultural products, Energy, ICT, Manufacturing, Financial services, Lifesciences, Biotech	Business strategy, Local company set-up, Market research, Marketing & Comms, Customer acquisition, Channel development and partnering	UK, DE, EU, N- and S-Americas, Asia
	Strategy Analysis International	Offers practical, results-oriented advice and hands-on implementation in international business development. Our mission is to help companies grow by becoming international and we have helped more than 500 companies, SMEs and others, in doing so.	Iso Roobertinkatu 4, FI-00120 Helsinki FINLAND	Petteri Hilska, Telephone: +358 443 710 279, Email: philska@strategyanalysis.com	Agricultural products, ICT, Manufacturing	Business strategy, Market research, Customer acquisition, Channel development and partnering	FI, SE, DE, FR, CA, CH, HK
	We Synergize	WE offer Market Entry Assistance to companies who wish to foray into new opportunities in the context of globalisation.			Energy	Business strategy, Local company set-up, Market research, HR, Sourcing	NL, BE, DE, FR, IT, HU, IN, AE, BH