



MARKET ENTRY . STRATEGY . CONSULTING
YOUR WAY TO INTERNATIONAL MARKETS

OUR EXPERTISE – YOUR MARKET ENTRY.



The background of the slide is an aerial photograph of a large port facility. It shows rows of colorful shipping containers (red, blue, white, orange) stacked in neat piles. Yellow gantry cranes are positioned over the stacks, and a large ship is docked at the pier on the right side. The overall scene is one of a busy, organized industrial environment.

ABOUT US

enviacon international is your partner for the market entry in Germany / Europe or any other of our partner countries. Our dedicated team of consultants and analysts covers the central services around international market development, market analysis, and location marketing for public bodies and private company clients. We do have the experience and network for your success.

With our global network of experts, we can advise on the German and many other foreign markets - bespoke, targeted, and on fair terms. Take a look at our services and get in touch with us.

COMPANY KEY FACTS

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- Founded in 2012
 - Operating from Berlin, one of Europe's most vibrant cities
 - Over 100 business trips implemented, over 80 market studies conducted
 - Small and flexible core team
 - Partner network in 90 countries worldwide (private consultants, German Chambers of Commerce and Industry, local economic development organisations, etc.)
 - Excellent network to German trade associations and government bodies

OUR SERVICES



Market Research & Analysis

Successful market entry activity depends on detailed knowledge of the German market. We provide bespoke analysis of different market segments and specific recommendations that build on our clients' specific needs using both quantitative and qualitative research methods, such as expert interviews, database work, desk research etc.. We produce short reports as well as detailed industry, market, and country studies:

- Political and economic overview
- Market segment analysis
- Customer and competitor analysis
- Market and consumer trends
- Legal framework and import requirements
- Funding and subsidies
- Business and negotiation culture
- SWOT-Analysis
- Lists of relevant local contacts and market players
- Strategy recommendations on different market entry approaches

OUR SERVICES



Market Entry Germany &
Export Promotion

Based on specific market and industry expertise we guide our clients in every stage of their entry into foreign markets. We do this through a variety of domestic and international project formats specifically tailored to certain situations. Our service portfolio covers:

- Individual Business Delegation Trips
- B2B-Matchmaking with potential customers and distribution partners
- Information Events and Conferences
- Country Briefings
- Networking Events with market players
- Company and Project Viewings
- Translation Services
- Tax and Legal Advice from our local country partners
- Representation Office in Germany (Office-in-Office)

OUR SERVICES

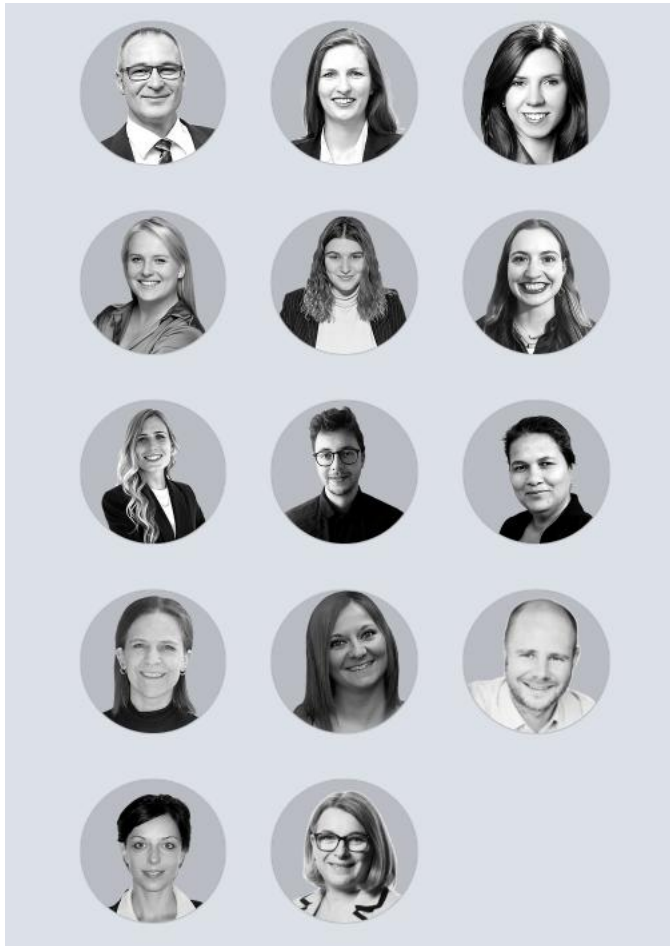


Network Generation & Location Marketing

We support international investment locations with their marketing efforts in Germany and Europe by actively promoting them and their location advantages. Building on years of experience in the field of FDI and our extensive international network, we can provide the required methods and services for successful investor attraction:

- Representation of states and regions in Germany and Europe
- FDI Lead Generation
- Investor Conferences
- Utilizing our network to promote a location
- Location presentations at conferences
- Trade fair attendance and location promotion
- Production and promotion of marketing material
- Reports and studies
- Delegation trips to meet potential investors
- Political receptions

OUR TEAM – IN GERMANY AND WORLDWIDE.



Our team of dedicated experts works for you on the professional implementation of your projects.

We draw on our global network of consultants and market experts that include consulting companies, market research companies, trade & industry associations, and ministries when we execute international projects. We are therefore in a position to complete numerous projects at highest professional standards and within tight deadlines.

Our partners' services include business partner acquisition, market research, event management, and business trip management in different international markets.

SELECTED REFERENCES





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