



International Business Consulting to Open New Horizons

ORIENS International Business Consulting is dedicated to providing high quality, professional services to private companies, businesses organisations and governments in support to their efforts to enter and develop business relations in the GCC markets.

The company was established in 2008 by professionals of different nationalities with a wide experience in high government and business in several Asian countries, in particular U.A.E., Singapore and Japan.

Our goal is to provide our clients with effective business development support, market

intelligence, critical information, strategic contacts, direct support on the ground and practical solutions for a successful penetration of the market or the establishment of their activities in the UAE and the Gulf region.

The economic dynamism of the Gulf region, and of the UAE in particular, generates a wide range of business opportunities for foreign players. We help our clients to face the challenges of entering the market to seize those opportunities with our experience in the region assisting private and public sector organisations to open a new horizon of prosperity and success.

Why us? Our Strength

Entering a new market poses a series of challenges that may prove too time consuming or too expensive for a company to solve on its own.

We provide the necessary support and expertise to enable your company to tackle those challenges effectively for a fraction of the cost of going alone.

Our professionalism and dedication assure you of meeting your goals within a reasonable timeframe as well as getting the necessary understanding and position to move your business to the next level in this exciting region.

The GCC And Beyond

Operating from Dubai we cover the most dynamic markets of the region, providing a wide perspective of the varied business panorama of the thriving Gulf economies. Through our associated companies we offer an extended reach into Europe, South East Asia and Latin America with a wide network of contacts in the government and the most influential business groups.



Services Adding Value

Our portfolio of services include personalised assistance, from the first approach to the market up to the formulation and execution of marketing campaigns for business development and the opening of operations in the territory.

Market Intelligence

- ⊕ *Market research:* critical analysis of the configuration and opportunities available in specific industries and market sectors that enable our clients to make informed decisions and formulate creative strategies for growth.
- ⊕ *Business contacts:* identification of competitors, potential distributors and useful entities for the penetration of the market.
- ⊕ *Sectoral/Industry Reports:* focused research on specific sectors and industries for a more detail description of the emerging trends and analysis of critical business data.
- ⊕ *Import and Licensing Procedures:* professional advisory on how to complete successfully the procedures to get your products into the market.

Commercial Development

- ⊕ *Business Missions:* preparation of business meetings with selected counterparts in the target market according to the specific interest of the client to advance effectively in the penetration strategy.
- ⊕ *Products/Services Promotion:* we help our clients to successfully launch their offerings in the target market and follow up on the development of the business, assisting the local distributor or directly supporting the sales operations.





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- ⊕ *Marketing Campaigns:* design and execution of highly customised marketing initiatives and deliverables adapted to the requirements and cultural uniqueness of the audience.
- ⊕ *Support in Trade Shows:* focused promotion and business matching to optimise the results of participation in trade shows in the target markets. We make sure that our clients' investment effectively improves their visibility and position in the market and that this reflects on increased growth and profit.
- ⊕ *Events Organisation:* conceptualisation, planning and execution of promotional activities and marketing events to offer the public an experience of a product or to bring a brand to life in the local context.
- ⊕ *Strategic Partnerships:* introduction to potential partners and key players in the target market for commercial alliance, distribution/representation agreements or joint ventures.

Record Our clients

ORIENS International Business Consulting is built on the success of our relations with important companies, business organisations and public institutions in Asia, Europe and the Americas. Our portfolio of clients includes private companies, business associations, chambers of commerce, multinationals and foreign governments. These are some of our success stories:

- Chamber of Commerce of Milan - www.mi.camcom.it
- Italian-Arab Chamber of Commerce (Rome) cameraitaloaraba.org
- REED Exhibitions (London) - reedexpo.com
- Fiera Milano (Milan) - fieramilano.it
- SPRI (Basque Government - Bilbao) - spri.eus
- Ministry of Industry and Commerce of Colombia - mincomer.gov.co
- ProColombia (Bogota) - procolombia.co
- Promperu (Ministry of Foreign Trade of Peru) - promperu.gob.pe
- Dunkin' Brands (Boston) - dunkinbrands.com
- Andrea Ventura (Florence) - andreaventurashoes.com
- Alviero Martini (Milan) - alvieromartini.it
- ComoExport (Como) - comoexport.it