



## Bilateral Meetings

- ### Description

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### Organization Type

## BSOs and Institutions, SMEs

Country

## Italy

City

Bergamo, Via Walter Tobagi 28 [Google map](#)

## Areas of Activities

## Creativity, cultural heritage and local traditional food

### Other sectors relevant to the thematic focus of the event

## Business Request

## **Distributors and chinese buyers, Local Partners, Import/export**

Distributors and chinese buyers, Local Partners, Import/export

### **Cooperation Offered**

1. Outsourcing co-operation
2. License agreement

### **Cooperation Requested**

1. Outsourcing co-operation
2. Technical co-operation
3. License agreement
4. Manufacturing agreement
5. Sales / Distribution

### **Business Offer**

## **Made in Italy Companies Excellence, Selection of Italian Partners, M&A, Import Export**

To conquer a foreign market it's not enough a good product, it needs to know how to export it

Foreign markets are a great opportunity, specially for Italian products known worldwide for their quality and design. Export a product means much more than "to sell abroad". Often Italian companies apply the same procedure both in Italy and abroad, but the results arrive slowly. Each country has its own entrepreneurial spirit, and to become a truly internationalized company it needs to know these procedures and be able to take your chance for own advantage. Our export managers know how to manage the market and are ready to support you to become an international enterprise

Even for internationalization, as well as for business management and marketing support, our consultants skill is listening: we listen to the market in order to understand how it works and we listen to you and your company in order to be able to offer you solutions really applicable to your specific case. We try to understand which market is suitable to your needs, analyzing the socio-economic context, competitors and potential customers, we suggest you efficient strategies and we offer you all you need to let you start abroad.

Globe Italy business consulting has always in mind the specific goals to reach, for this reason, even when you speak of internationalization, sale network and international trade, our activity is focused on real projects that we can actually do at the side of our business partners.

Our consultants know how to assist companies:

- Choose the most suitable market with more sale potential for your field
- Define exactly what communication strategy to launch
- Identify suitable partners to achieve your goals
- Organize Business Mission and events that permit companies to get in touch

Our internationalization services don't turn only to Italian societies that want to start partnership with foreign companies. Our business consultancy, in fact, offers support to foreign countries, which are looking for business

**opportunities in our country. Click here to know what we can offer to international companies which want to create import-export business relations in Italy.**

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### Cooperation Offered

1. License agreement
2. Manufacturing agreement
3. Sales / Distribution
4. Investment/Financing
5. Technical co-operation
6. Outsourcing co-operation

## Cooperation Requested

1. Outsourcing co-operation
2. Technical co-operation
3. License agreement
4. Manufacturing agreement
5. Sales / Distribution
6. Investment/Financing