



Intuit Management Consultancy
Website: www.intuitconsultancy.com

Market Entry - Expansion to Oman

Case Study:

Client Requirement:

A leading global chemical manufacturing and supplier firm of India who primarily supplies antioxidants, inhibitors, polymer modifier and UV stabilizer solutions were planning to expand their operations in Oman. As the manufacturing company was on the unfamiliar ground of local expertise, they were in the requirement of a corporate services provider who could provide them the local support and expertise to accelerate their expansion process with cost effective solutions.

Issues:

The company aimed to be the most pioneering global supplier of chemicals and stabilizer solutions internationally. As polymer manufacturing sector was witnessing growth, they wished to start their operations in Oman.

However, the company lacked local knowledge for the expansion which required in-depth know-how of the local rules and regulations, Ministry approvals and setting up process.

The client was in need of a consulting firm who could assess the essential checkpoints of the setup, ongoing management, accounting and corporate secretarial compliance requirements for the local establishment of their operations in Oman.

Solution:

IMC Group, a leading corporate services provider in Oman with experts in local laws and regulations, conducted an extensive analysis of the expansion requirements and identified the areas that would present a challenge.

We identified the specific approvals, establishment requirements, accounting and secretarial processes that would be required by the company to kick-start its operations. IMC group assisted with the setup of the company, local accounting procedures, tax regulation, human resources and other legal compliances of the country as well.

We took on the services of researching and setting up based on industry specification compliant procedures, thereby saving the client research-intensive work and cutting down on the additional cost for the client by providing the needed local support and expertise.