

The background of the slide is a panoramic view of a city, likely Rome, at sunset. The sky is filled with soft, warm colors of orange and pink, transitioning into a darker blue at the top. In the foreground, the dense, terracotta-roofed buildings of the city are visible. In the mid-ground, several prominent landmarks stand out, including a large dome and a tall bell tower. The overall atmosphere is serene and picturesque.

Partner Search Leading Italian Company

Background:

The client, a leading Italian company specializing in innovative luggage products with a strong emphasis on design, sought to expand its presence into the Dubai market. With a rich family history dedicated to research and development in their sector, the company aimed to establish a foothold in the United Arab Emirates (UAE) through a joint venture. The initial preference was to secure a distributor contract before committing significant financial resources to their Dubai venture. Recognizing the complexities of entering a new market, the client engaged Intuit Management Consultancy to assist in identifying suitable partners for product distribution in the UAE.

Challenges

-  The client faced the immediate challenge of securing a trustworthy distributor in the UAE, critical for their market entry.
-  The client was confronted with the risk of not achieving success within the first year, compounded by the high financial demands associated with initiating a business in the UAE.
-  Choosing the right partner was a significant dilemma for the client, given the competitive nature of the Dubai market. The success of their venture hinged on selecting a partner capable of contributing to their objectives.

The Solution:

1 Comprehensive Market Study

Conducted a thorough market study, understanding the client's business needs and operational goals.

2 Strategic Partner Identification

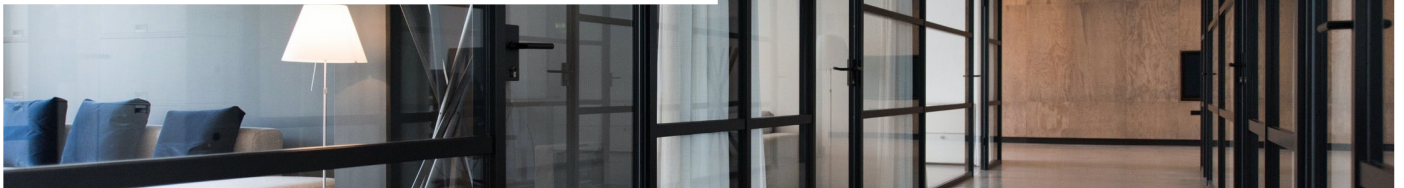
Leveraging research and networking, Intuit identified potential partners aligning with the client's criteria.

3 Facilitated Decision-Making

Managed the evaluation process, facilitating communication between the client and prospective partners. A curated list of potential partners was presented, streamlining the decision-making for the client.

Benefits:

The client, impressed with three potential partners that met their criteria, worked closely with Intuit to select the most suitable distributor. The well-established partnership enabled the company to effectively communicate with local markets in Dubai. As a result, the client successfully established its business in the UAE, boasting a robust distribution network and securing a prominent position among the top brands in Dubai. The collaboration with the chosen distributor not only mitigated the initial challenges but also paved the way for the client's sustained success in the dynamic Dubai market.



Your Partner in Growth

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We help you stay updated with all the changes in the accounting policies, rules and regulations and ensure compliance with regulatory requirements. Our highly qualified team of professionals can improve the efficiency and effectiveness of your business processes thereby letting you focus on maximizing your core business operations.