



InterSolution

Your business partner

Avantus International Australia

Small to Medium Business Global Development



Internationalization



- ◆ Who are we and what we believe:
- ◆ We are a niche services company who has had experience in the Australian business market since 1960. We believe that every company is unique in its views of internationalization and one size does not fit all. To decide to explore for trade overseas involves courage and risk but can also be extremely rewarding. It requires planning, flexibility, ability to adapt and patience. Internationalization brings great opportunities and risks but in the long run it is probably more risky not to internationalize.

What we can do for you



- ◆ We can offer a versatile range of services designed to assist small to medium companies and individuals in finding partners to import their products and services. We analyze requests from companies and search for potential customers or partners. We can also act as intermediaries for any business or personal requests such as helping with opening bank accounts, helping staff find accommodation, linguistic, organizing trade fair attendance etc. We will try to do our best to find a solution to your request.

Suggested Solutions



- ◆ **1. Introduction to your selected company.**
- ◆ We can approach a company on your behalf and establish first contact and then propose a business proposal.
- ◆ We target 1 partner of your choice after having sourced 3 companies
- ◆ Send e-mail to introduce your company and products
- ◆ We then contact by phone to see if they are interested to take it further
- ◆ We send promotional material or samples
- ◆ We follow up and get feedback
- ◆ We send you a final report which involves a profile of the company interested and then you can have direct contact if you wish.

Suggested Solutions



◆ 2. Office partner

This is like having a representative from your company in Australia. We manage all the linguistic and commercial differences and act as your office. Our services are:

- ◆ Converting from Euro to Australian dollar pricing
- ◆ Product conformity to country standards and regulations
- ◆ Shipping and freight
- ◆ Customs, taxes and duties
- ◆ Invoicing terms and conditions and solicitation if needed
- ◆ Preparation of contract

Unique services



- ✓ We can represent your company for acquisition or sourcing of Australian companies or property.
- ✓ We can open a branch or new company in Australia for you from A-Z
- ✓ We can organize meetings or put you in direct contact with our team of trusted professionals including immigration lawyers
- ✓ We can organize business meetings and offices for your encounters.
- ✓ We can organize A-Z for your company to be represented in an Australian trade fair or exhibition
- ✓ We can accompany you to trade fairs or exhibitions
- ✓ We speak fluent Italian and English. We can also organize other languages on request.
- ✓ We can translate documents from Italian into English
- ✓ We can organize for your employees to learn English in Australia

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