

Fix Export *Problems* with Export *Solutions*

Case Studies			
Country	Client HQ	Problem	Solution
Global	USA	Find distributors - 28 countries. Move quickly to support spinoff from multinational.	Identified, interviewed, and assessed distributors worldwide. 2 similar projects.
Brazil	USA	New distributor identification	3 projects completed in last 12 months
Japan	USA	Upgrade Distributor partner	Successfully completed two projects
USA	Italy, UK, NL, France, Germany, Indonesia	USA route to market strategy	Complete strategy for 10 companies. Market analysis, plus identify route to market partners.
Distributor Development	Italy, Germany, Swiss	Training: Distributor Management	Workshops - 7 companies
Global	Switzerland	Expand: Europe, Asia, Latin America, Middle East, and Africa	Selected distributors in 15 new countries
Mexico	USA, Greece	New distributor identification	7 projects completed
Philippines	Italy, USA	New distributor identification	Successfully completed two projects
Global	USA	Global expansion strategy. Where to go next?	Analyzed 20 countries. Identified 5 priorities.
China	USA	Upgrade distributor partner	Successfully completed project
Australia/NZ	Italy, USA, Switzerland	New distributor identification	8 projects Australia, 4 NZ
Middle East	USA	New distributor identification	3 projects across 4 countries
South Africa	USA, Switzerland	New distributor identification	2 projects completed
Europe	USA	New distributor identification	Assessment: 11 top European countries
Canada	USA	Upgrade distributor partner	Successfully completed project
S. Korea	USA, Switzerland	New distributor identification	4 projects completed
UK/Ireland	Italy, Swiss	New distributor identification	Successfully completed 2 projects
Peru	USA, Switzerland	New distributor identification	3 projects completed
Southeast Asia	USA, Greece, Italy	New distributor identification	9 projects completed - 4 countries

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