

Internationalization Package



BGSM & Partners was founded in 2002 by professional figures and company managers for the purpose of providing enterprises with a new way of addressing their business needs, by offering them a “centralized” interlocutor, capable of proposing a series of services and solutions within the context of a 360-degree assistance for all topics regarding administrative, domestic and international taxation, and labour Law issues.

Our Firm has accrued extensive experience in collaboration with **Italian and foreign** companies and groups, developing specific expertise in its capacity as a pool of professional figures, who offer close-knit support and guidance for their clients in every business decision, always in line with the principle of assigning a reference person to each company.

In this way the advisory support we offer represents a significant contribution towards creating value and business opportunities on the **domestic and international** scenarios, according to strategic directives in the taxation, accounting, financial and organizational sectors.



In the ongoing evolution of our activities, we are convinced of the need to offer our clients new opportunities, in the certainty that the future of an ambitious company lies in its growth outside the national borders.

We have therefore focused our attention on issues relating to the **internationalization** of companies and can now affirm to have acquired absolutely outstanding know-how and skills in this field.

Since 2007, our Firm has been an Italian member of the famous international network of independent Firms called “AITC - Association of International Tax Consultants” (www.aitc-pro.com).

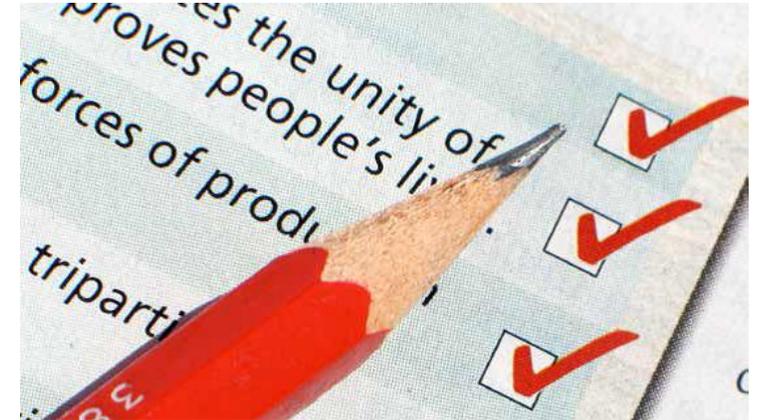
Between 2007 and 2015, Dr. Pier Luigi Brogi, Partner of the Firm, was both Chairman of the Board of Directors of AITC for 4 years and a member of the Board of Directors for another 4 years.

Our firm has recently received various ambitious awards in the banking and business worlds, acquiring an important role with the Monte dei Paschi di Siena bank – General Management – Foreign Office, and with Confindustria Toscana, which have chosen our Firm to provide their clients and associates with consultancy in the corporate and international taxation sectors.



Following is a list of the categories of interventional activities that BGSM & Partners can offer to its clients:

- **Domestic and international taxation consultancy**
- **Bookkeeping**
- **Labour consultancy**
- **Legal and corporate consultancy and assistance**
- **Management and executive consultancy**
- **Extraordinary M & A, and private equity/stock listing transactions**
- **Incentives and concessions.**



What is INTPack

We are convinced that the success of an entrepreneurial reality stems from the opportunities arising within the context of industrial and commercial cooperation and operations on an international level.

Precisely, for this reason we have decided to pour our resources into creating and developing a unique product: **INTPack**.

INTPack means **Internationalization Package**, and its objective is to provide assistance to all those companies (Italian and foreign) interested in expanding their business beyond the national borders.

BGSM & Partners intends to become a reference point for these companies, thanks also to the valuable collaboration with the Italian Chambers of Commerce and Italian Trade Agencies located in the major cities in foreign countries.

As a result of these collaborations it is possible to organize promotional events and business meetings.

In addition, an agenda of B2B meetings can also be scheduled for the purpose of allowing firms to present their business realities to third parties and make themselves known in the new environment where their business is to be established.



What is INTPack

Our Firm provides support to companies throughout the entire 360-degree internationalization procedure.

The services offered by the INTPack product include:

- Initial business due diligence
- Financial management
- Tax consultancy for Italian companies
- Tax consultancy for foreign companies
- Legality rating
- Assistance in the field of protection of intellectual property and trade barriers
- Registration of brands and patents
- Business Plans for the internationalization
- Concessions and contributions for internationalization
- Bank loans for internationalization
- Consultancy and assistance for expatriate workers
- Search location for new company



What is INTPack

- Accompaniment on the first and eventually following trips
- Constant updating of the tax regulations governing transfer pricing, controlled foreign companies (CFC), tax residency and relocation abroad, and the nominal/effective tax rate
- Identification of possible business partners and financial backers
- Identification and constant monitoring of the supply chain
- Business meetings
- Organization of pavilions for participating in international fairs and exhibitions
- Organization of forums and seminars
- Market surveys
- Recruiting staff to manage new company.



INTPack is consequently a product that meets the needs of clients by carrying out the groundwork for companies, wanting to internationalize, through a series of complementary activities deemed indispensable for a careful examination and development of the opportunities.

INT **Pack**
Internationalization Package
Incoming assistance

INT **Pack**
Internationalization Package
Outgoing assistance



Outgoing assistance

The outgoing assistance service offered by INTPack targets all Italian companies intending to internationalize their own businesses and consequently to enter foreign production markets, by creating a branch company directly in the foreign territory or alternatively, by availing of a supply chain for the supply of semi-processed and/or finished products.

The objective is both to create a pool of companies and professional figures in the sector capable of offering a unique product/service of its kind, and to guarantee maximum safety of investments from the setting up phase to that of managing and developing the business itself.

This is a highly innovative project as it offers the possibility to Italian businessmen wanting to operate abroad, to exploit a structure capable of managing and constantly monitoring the investments made, providing investor clients with a 360-degree vision of all the business levels and a reference point to contact for all their requirements.



Outgoing assistance

The outgoing assistance service follows a linear and methodical procedure which is also versatile and able to adapt to the needs of Italian investor.

Initially, an appraisal is carried out of the company intending to undertake the internationalization process as well as a survey of the market they are about to enter.

The investors are put in the position of being able to verify all the aspects, both positive and negative, of their investment before continuing on to the fully operational stage.

There are considerable advantages deriving from the possibility of exploiting a service of this kind, since the outgoing assistance service allows for gaining advance knowledge of the structure of the supply chain, its suitability for the intended investment and the opportunity of identifying any problems or risks associated with the same.



Outgoing assistance

Once the investment has been evaluated as feasible and is thus implemented on the foreign market, the outgoing assistance service enters into the fully operational stage. It is during this stage that constant monitoring of the investment is carried out in the aim of making it as profitable as possible day after day, and it is also at this stage that the economic advantages, only hypothesised up to this point, become tangible.

In this way, a virtuous circle is created in the pool of companies and professional figures amongst which and whom the assistance relationship has been established, and the skills and expertise of which and whom will combine in a continuous manner, generating a positive and exponential loop, thereby giving the investor the chance to have the investment system constantly under control, with significant economic benefits, both direct and indirect.

The guarantee of success of the investment is unquestionable.



Incoming assistance

The incoming assistance service provided by INTPack targets foreign companies intending to enter the Italian production market by creating a company directly in the Italian territory or alternatively, by availing of a supply chain for the supply of semi-processed and/or finished products.

The objective is both to create a pool of companies and professional figures in the sector capable of offering a unique product/service of its kind, and to guarantee maximum safety of investments from the setting up phase to that of managing and developing the business itself.

This is a highly innovative project as it offers the possibility to foreign businessmen wanting to operate in Italy, to exploit a structure capable of managing and constantly monitoring the investments made, providing investor clients with a 360-degree vision of all the business levels and a reference point to contact for all their requirements.



Incoming assistance

The incoming assistance service follows a linear and methodical procedure which is also versatile and able to adapt to the needs of foreign investors.

Initially, an appraisal is carried out of the company intending to undertake the internationalization process, as well as a survey of the market they are about to enter.

The investors are put in the position of being able to verify all the aspects, both positive and negative, of their investment before continuing on to the fully operational stage.

There are considerable advantages deriving from the possibility of exploiting a service of this kind, since the incoming assistance service allows for gaining advance knowledge of the structure of the supply chain, its suitability for the intended investment, and the opportunity of identifying any problems or risks associated with the same.



Incoming assistance

Once the investment has been evaluated as feasible and is thus implemented on the Italian market, the incoming assistance service enters into the fully operational stage. It is during this stage that constant monitoring of the investment is carried out in the aim of making it as profitable as possible day after day, and it is also at this stage that the economic advantages, only hypothesised up to this point, become tangible.

In this way, a virtuous circle is created in the pool of companies and professional figures amongst which and whom the assistance relationship has been established, and the skills and expertise of which and whom will combine in a continuous manner, generating a positive and exponential loop, thereby giving the investor the chance to have the investment system constantly under control, with significant economic benefits, both direct and indirect.

The guarantee of success of the investment is unquestionable.



Contacts

BGSM & Partners

Via Francesco Ferrucci, 57 - 59100 - Prato (PO) - ITALY

TEL. 0039 0574/575795-572757 - FAX 0039 0574/564981-571125

MAIL plb@bgsm.it - guglielmo.mariotti@bgsm.it - relazioniesterne@bgsm.it

WEB SITE www.bgsm.it - www.aitc-pro.com - www.ifa.nl