

➔ **I recommend M+V ...**



"M+V analyzed our industry in India very thoroughly. The results have been a

great support for us forming the basis for our India Strategy. I highly recommend working with M+V to really understand what is important for the Indian market."

Constantin Klokkaris
Director India
GEA Heat Exchangers, GEA Group AG

➔ **Corporate Profile**

Maier+Vidorno has a team of 150 employees in Finance & Accounting, Supply Chain and Order Execution, HR, IT & ERP as well as a team of Company Secretaries; all supported by our in-house recruitment and consulting teams. We operate from NCR, Bangalore, Chennai and Pune. For almost 20 years, we have successfully supported more than 1300 companies.

➔ **For more information**

visit www.maiervidorno.com
call +91 124 4342300 or
write to info@maiervidorno.com

COMPETITIVE EDGE WITH OUR KNOW-HOW

Learning through real business cases

India is challenging for all new foreign companies to do business in. The vast country is challenging, as are the very diverse cultures and habits that arise from a country of over 1.3 billion people.

Preparation is essential, but theory often has little to do with reality. Real business issues are often solved through experience and the exchange of ideas. Every step of the market entry requires experience to avoid creating long-term problems.

Often asked for seminar topics

Market Entry India	Going to India Export knowledge Exploit existing business potential
Business formation & taxation in India	Mergers & Acquisitions and Joint Venture Founding your own Wholly Owned Subsidiary Legal Compliance in India
Sales in India	Lead Indian subsidiaries successfully Holy cow to cash cow Market Entry, marketing & sales in India
Production units & Research & Development	Setting up production units in India Innovation & R&D in India Product registration & certification in India
Personnel management & intercultural competence	HR & personnel management in India Recruitment, employee assessment, selection & retention Success factors in HR in India

... we are happy to tailor specific seminars just for you!

Our in-house workshops and specialized seminars help your team to understand all aspects of doing business in India. Our team also provides India business expertise for Management seminars and acts as key speaker for India business events. All team members work day to day on the very issues that they train on - so they not only understand the theory, but have practical experience in managing and running sales and production units in India.

UNDERSTAND INDIA

Discuss with the experts

Learn through business cases to reach the competitive edge you need for a successful business in India.



Klaus Maier
Expertise:
Sales & Marketing

Klaus is the Group's Chairman and MD and founded M+V in 2000. He is an expert in developing successful and sustainable market-entry and market-expansion strategies for European, American and Japanese companies in India. He has been doing business with and in India for the last 30 years.



Francesco Motka
Expertise:
Strategy & Management

Francesco is a founding partner of M+V and has a wealth of experience in trade worldwide with 30 years in the international logistics industry. He has worked in Italy, Germany, the Middle East, India, Eastern Europe and Switzerland at all levels working with organizations such as Rhenus, Schenker and Agility Logistics.

Some more of M+V's experts



Thomas Breiting
Market Entry & Sales

Thomas has supported the market entry of over 150 companies from first steps to full manufacturing.



Praveen Singhal
Finance & Administration

Praveen acts as CFO to more than 100 foreign companies on any given day.



Suhasini Sharma
Cross-Cultural Business

Suhasini supports over 100 companies a year to sell more and better in India.



Dhruv Thakur
Legal Compliance

Dhruv has set up over 400 foreign companies in India and registered 100s of products in all different industries.



Samriti Parashar
Human Resource

Samriti has hired senior and middle management employees for over 1000 companies across various functions internationally.



Shashank Verma
Sales Order Management

Shashank manages the order processing, import, export & logistics of over 80 foreign companies on any given day.

➔ The right workshop



Since 2000 our experts have been running and participating in workshops,

responding to the issues raised by participants and developing materials and case studies. Our team has theoretical and practical expertise in every aspect of establishing and running a business in India and has refined these into specific seminar packs. We compile a specific seminar agenda tailored to your needs.

➔ Your place or ours?

Each year, we run our own events in Europe and India; and we participate in and lead seminars for other organizations:

- ➔ India Day in Cologne, Germany with over 250 participants.
- ➔ Road shows in Europe, USA and Japan with between 50 and 150 participants.
- ➔ Industry-specific conferences in cooperation with leading Industry Associations, banks and other high-caliber organizations such as auditors, consultants etc.
- ➔ Delegations to India to gain an in-depth understanding of doing business in India.