

➔ I recommend M+V ...

leadingedgehealth "Leading Edge Health engaged

M+V for their professional partner search service. Their consultants helped us to connect with suitable online and offline distribution partners to enter into the Indian market. We appreciate their realistic advice and professional support to identify the right partners in India and would certainly recommend M+V as a trusted expert for India."

Doug Mackay
President
Leading Edge Health

➔ Corporate Profile

M+V Altios has a team of 180 employees in Finance & Accounting, Sourcing, 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, Mumbai, Chennai and Pune. For over 20 years, we have successfully supported more than 1500 companies.

➔ For more information

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

PARTNER FOR SUCCESS

Our systematic in-depth approach ensures you find the right partner in India.

Depending on your business and industry, collaborating with a partner in India could be the best option for you. It is very important to make the right partner choice to be successful in India's dynamic markets.

M+V acts as the trusted adviser and sparring partner to help foreign companies explore their options to work with a partner. We support you during the whole process – from search, evaluation and discussions to final negotiations and contract.



Search for potential companies

- Target identification and pre-assessment
- Preliminary screening and selection
- Background checks
- Profiling and shortlisting



Check willingness to partner

- Refine shortlist



Profiling

- Reputation check
- Operational profiling
- Final short list



Discussion, negotiation & non-binding offer

- Draft terms and contract



Discuss issues found during due diligence

- Business structure & sales activities
- Past collaborations with MNCs
- Contracts with other competitors



Final negotiation of valuation

- Final negotiation



Final contract & deal closure

- Drafting of final legal documents
- Support final closing of transaction



FIND THE RIGHT BUSINESS PARTNER

Why do you need help finding a partner?

There are a lot of companies in India eager to work with foreign companies and when you find the right match you can enter a very successful and long-term relationship.

The trouble is only finding this right match. Some of the checks you need to make are easy - checking registrations, country-wide reach etc. but others - like checking the governance and trust relationships of the potential partners take expert knowledge to get a clear answer.

What makes M+V Partner Search so special?

M+V helps clients thoroughly explore their partnership options with proper due diligence but also has pragmatic and "hands-on" tools for those who prefer to enter India on their own.

Our in-depth understanding of both Indian business norms and the needs of foreign companies helps you get a picture you can trust, what your options are and how to make the most of them.

➔ The Secret to Success

The secret to successful business partnerships in India is in building relationships and continually nurturing those relationships.

➔ Different Partners



Finding a suitable business partner will give you immediate access to local markets

and foremost experience. If you are looking for a Channel Partner, Distributor, Supplier, Contract Manufacturer, Sales Agents, target for JV or M&A in India, benefit from our proprietary Partner Search process.

➔ Options for Entry

Your strategy to enter India:

- ➔ Distribution Partner
- ➔ Set up your own subsidiary
- ➔ Buy an existing Indian company - merge with it or acquire it (M&A)
- ➔ Enter into a "joint venture" with an established Indian company (JV)

M+V can help you work out the best option for you and help you with each step - whether it is finding the best match for cooperation or registering the right type of company.