

# Your Partner: Helping Companies in India



# Your India Specialist

HELPING FIRMS SUCCEED FOR OVER 20 YEARS

**Established in 2000**, Maier Vidorno Altios is the **most trusted advisor** for international companies for both **India Market Entry** and **Doing business in India**.



# Solving Your Problems

## Market Entry India

- // where to find the right person?
- // how to find the right partner – distributor, JV
- // what legal routes to India do I have? What are my options? distributor, partner etc.
- // Is there a market for my product? Who are my competitors?
- // What's the simplest way to set up, trouble free?

## Doing better business in India

- // Why are my sales not growing?
- // How should I structure my team effectively?
- // I think something is wrong, but am not sure what
- // My India team is distracted by too many admin issues
- // Why is my distribution partnership not getting the results we agreed?
- // Where should I set up my new plant?

Answering all these questions is easy when you work with us

# Our USP: you focus on your product – we do the rest

Country Head

## Developing Business

Sales / BD



Marketing



Service



E-Commerce



## Finance/Administration

Personal - HR



Accounting /  
Bookkeeping



Audit / Legal  
Compliance



General  
Administration



## Supply Chain/Logistics

Import Management  
Processing



Warehousing



Pan-India Inventory  
Management



Order Processing



# Our 23 years' experience helps you

## Market Entry services

Research, Partners Search and Market Development Services  
Sourcing from India



**2600+**

Market Entry Projects managed

900+ Partners identified & checked: distributors, JV, & Cross-Border investments  
700+ Market Research Completed  
1000+ C-level Indian Managers recruited

## Subsidiary Management

Book-keeping + compliances  
Complete HR Support  
Corporate Services  
Supply Chain Operations



**200+**

Foreign Subsidiaries administered

30,000 Sales transactions, €100million Sales Volume processed  
1400+ employees managed - payroll and life cycle

## Business Registrations

BIS, Banks, Subsidiary registration - all the paperwork to run your business smoothly



**350+**

Legal entities incorporated & administered

30 BIS Registrations  
10 company closures  
100+ Boardmemberships

## Solution Consulting

Mergers Acquisitions  
Interim Management & Restructuring



**70+**

Indian subsidiaries

20+ Due diligences completed  
10 Acquisitions supported  
4 complete interim management

# Working Together With You

## STRATEGIC SERVICES

### 🕒 / Market Entry

We understand business in India and can help you with any and all parts of entering the market:

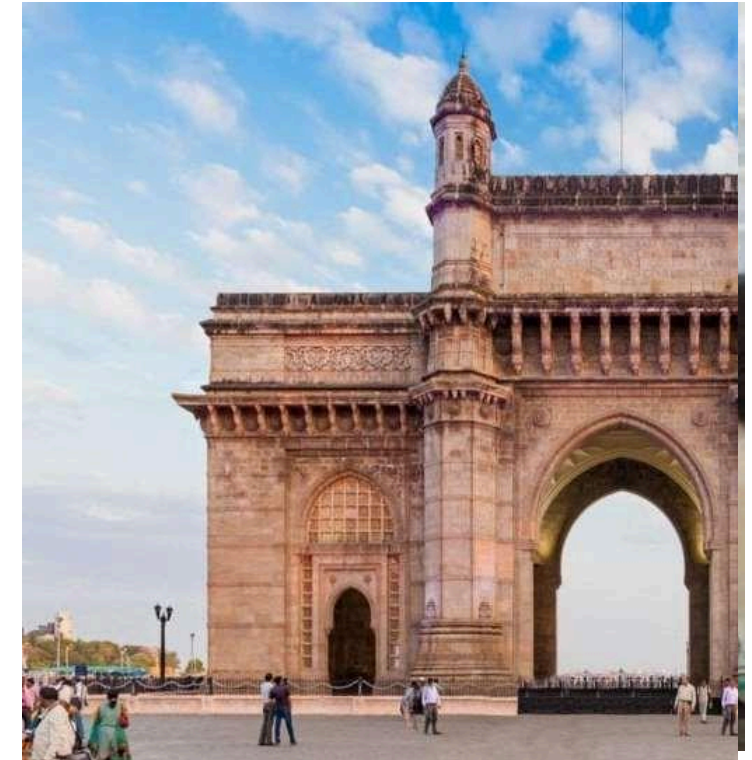
- Understanding the market - Information & Business Strategy Consulting
- Finding the right partner - Supplier identification, Distributor search, Joint Venture partner, Acquisition target
- Hiring the right people to work for you
- Hassle free Company Formation - Incorporation, Licensing and Registration with authorities, banks etc.

### Who uses these services?

A company that is new India – or building up their presence step by step.

### What's the value that we offer?

We have 20+ years experience with everything to do with business in India, and as we work with many clients for years we really know how to get it right first time – and avoid mistakes.



# Working Together With You

## STRATEGIC SERVICES

### ④ / Market Development Services

We take care of the entire market development of your product by setting up and managing a dedicated sales team to spearhead your product's entry/expansion in India.

#### Who uses this service?

A company that wants to test market potential and expand into the Indian market without a local entity in India.

#### What's the value that we offer?

We are the only solution provider in India that provides 360 degree support to your organization's needs. An integrated plug and play set up that provides transparent reporting as well as strategic support.



# Working Together With You

STRATEGIC SERVICES



## / Sourcing from India

We help component companies source the right products from India from the best manufacturers.

### Who uses this service?

Companies looking to find alternative sourcing partners for their component/raw material pipeline.

### What's the value that we offer?

Identifying the right partner companies quickly, ensuring high quality of products, and on-time deliveries.





# Working Together With You

STRATEGIC SERVICES



## / The HR support you need

We help companies with every part of their HR needs. We find them the right people, manage payroll and HR admin, and help them when they require unique and tailored approaches to dealing with potentially complex HR issues such as retrenchment & employee dissatisfaction.

### Who uses this service?

Companies that need to respond quickly and effectively to complex HR situations.

### What's the value that we offer?

We intervene quickly to diagnose, recommend and help you implement the right HR processes in order to take control of any people-related situations that can have a significant impact on your business.



# Working Together With You

## STRATEGIC SERVICES



### / Corporate Services

We incorporate and fully manage the administration of wholly-owned subsidiaries of Austrian companies in India, including accounting, tax, payroll and legal compliance.

#### Who uses this service

Companies who wish to have a razor focus on selling their core product/service and not be bothered with day-to-day administrative operations.

#### What's the value that we offer?

We offer a headache free administration experience which frees the company's senior management to focus on what they do best – selling.



# Working Together With You

## STRATEGIC SERVICES



### / Supply Chain Operations

We take care of all supply chain operations, from importing, warehousing, distribution to purchase & sales order management.

#### Who uses this service?

Any company that wishes to trade in India.

#### What's the value that we offer?

We're cheaper, fully integrated and more importantly, our focus is on helping the client's supply chain run smoothly instead of a regular importer/distributor whose focus is to make maximum margin on the product. Our distributor platform supports 60+ companies at any time from every type of industry.



# Working Together With You

## STRATEGIC SERVICES



### / **Business Registrations**

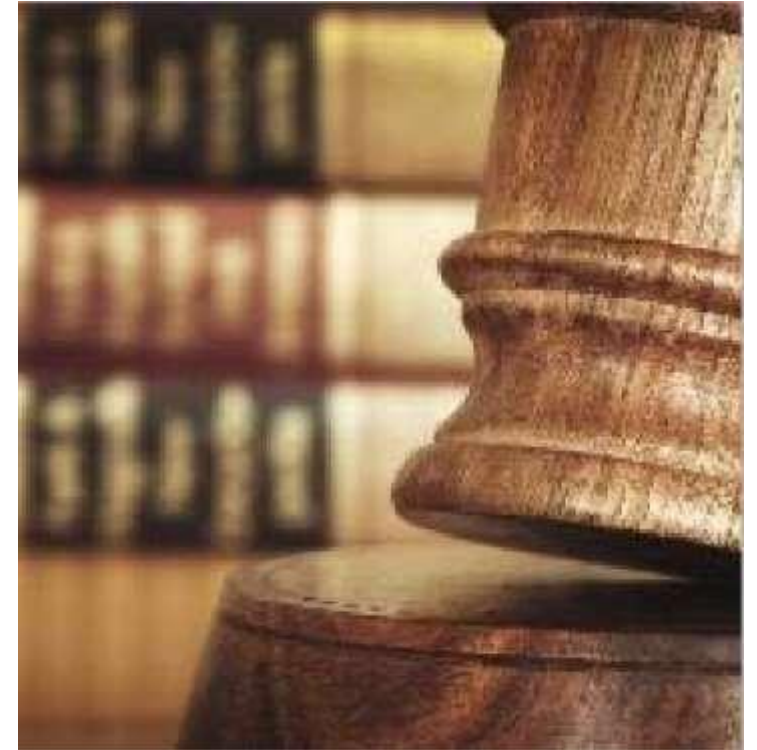
We provide support in assembling the right paperwork, coordinating with all the authorities and guiding managers through the business registrations to set up their .

#### Who uses this service ?

Companies that want to complete any business registration with the minimum trades products which fall under the list for Compulsory Certification from the Bureau of Indian Standards.

#### What's the value that we offer ?

Rich experience in competently arranging, coordinating and concluding BIS registrations for a wide variety of products across several industries.



# Working Together With You

STRATEGIC SERVICES



## / BIS Registration – all sectors

We provide support in assembling the right paperwork, coordinating with surveyors and guiding manufacturers through the BIS registration of their products.

### Who uses this service ?

Any company that trades products which fall under the list for Compulsory Certification from the Bureau of Indian Standards.

### What's the value that we offer ?

Rich experience in competently arranging, coordinating and concluding BIS registrations for a wide variety of products across several industries.



# Working Together With You

## STRATEGIC SERVICES



### / **Solutions Consulting**

Because we understand all aspects of doing business in India we can help companies find and fix things when they are not on track.

- Human Resources Development, reorganizing, implementing HR processes & Solutions
- Corporate Restructuring - Making businesses profitable, implementing practical solutions
- External Expert - Interim Management, Board Membership

#### Who uses this service?

Any company that is not reaching their targets and wants to find out why and fix the issues .

#### What's the value that we offer?

We're a neutral, outside party who works to preserve the value of the company's investment during periods of transition.



# Working Together With You

STRATEGIC SERVICES



## / Interim Management

We take over top management of a company from one day to the next for all C-Suite functions.

### Who uses this service?

Any company that needs turnkey and on-demand expertise in functions such as Sales Strategy or Managerial & Financial oversight.

### What's the value that we offer?

We're a neutral, outside party who works to preserve the value of the company's investment during periods of transition.



# Some of our India Customers







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