

## Extra resources for internationalization

**Exigo is a consulting and export management company providing internationalization services for Finnish companies.**

Exigo has its main office in Tampere, Finland and an extensive network of partners abroad. Operational consultants create connections to local customers and partners and provide sales and marketing services as well as market research and feasibility analysis.

Since 2006 we have offered services for Finnish companies in different stages of internationalization.

Our services are designed to promote Finnish companies success at international markets.

*An alternative approach to direct exporting is the use of an export management and consulting company. This approach requires limited use of a firm's time and resources in building an export business.*

### Markets

- United Arab Emirates, Oman, Qatar, Kuwait, Bahrain and Saudi-Arabia
- China, Hong Kong
- Russia

### Key Industries

- Environmental Technology
- ICT
- Metal Industry and Manufacture of Machinery

### Examples of services

- Market research studies and feasibility analysis
- Search for business partners and distributors
- Generation of sales leads and direct sales
- Market entry strategies and business development
- Project management
- Helping companies to find investors and funding
- Assisting with sales contracts, license agreements, etc.
- Organizing of trade fair participations
- Arranging market study tours and Fact Finding excursions



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