

## Extra resources for internationalization

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

Exigo's strength is expertise in the target markets and knowledge of our key business sectors. Operational consultants are helping Finnish companies in different stages of internationalization.

Since 2006 we have executed demanding international projects and consulting tasks in the United Arab Emirates, Sweden, Russia and south-east Asian countries. We have also arranged Fact Finding -trips and Match Making events.

### Examples of our services:

- » Market research studies and feasibility analysis
- » Search for business partners and customers
- » 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 Fact Finding -trips and Match Making -events

Exigo has its main office in Tampere, Finland and an extensive network of partners abroad. Our services are designed to promote Finnish companies success in 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 company's own time and resources in development of international business.***

### Markets:

- » United Arab Emirates and other GCC-countries
- » Sweden and Norway
- » Hong Kong and China

### Sectors:

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

