

SANSON I.B.C. INTERNATIONAL AB, SWEDEN

Industry Sector: Environment, Energy, Natural Resources and Aquaculture

Organisation Profile:

Sanson IBC International AB, (S) established 1975, is a management consultancy firm based in Stockholm, Sweden and with an office in Bangalore, India since 1995. Main focus is on international business development projects and technology transfer projects. Clients include large and medium sized Swedish and international companies active in the mechanical, construction, mining, environment and other sectors.

Organisation's Role and Main Activities (Products & Services):

We act as an initiator and facilitator to primarily medium and large companies when entering the Indian and the Asian market.

Organisation's Achievements:

- Industrial partnering Sweden-India (Karnataka). Matchmaking project for mid-sized industries. Funds from Swedefund. Sansonvee Ventures (India) Pvt Ltd, Bangalore, India.
- Technology transfer & Business development projects in India - clients Swedish/European/US companies.
- Highway projects -India. Establishment of KM International AB on the Indian market.
- Airport development project in India for Saab Group.
- Indian Mining market. Business development for Lundin Mining AB/Inc.
- Swedish collaboration and assistance to the Indian Mining sector - Supporting improved environmental performance and sustainable growth. Project under development.

Contact Person(s):

Jan Henrik Gladh, *Senior Consultant*

DR. KLIPPE CONSULT, GERMANY

Industry Sector: International Business Consultants

Organisation Profile:

The Dr. Klippe Consult group consists of numerous qualified partners in different Asian countries. Sites in Europe: Frankfurt in Germany and in Lyon in France Sites in Asia: Manila and Liaison Offices in Hanoi and Ho Chi Minh City.

Dr. Klippe Consult offers local support in Cambodia, Indonesia, Malaysia, the Philippines, Thailand and Vietnam. Our local partners are familiar with the cultural, political and economic situation in their Southeast Asian countries.

Organisation's Role and Main Activities (Products & Services):

Dr. Klippe Consult is specialised in business relationship with SOUTHEAST ASIA.

The "Dr. Klippe Consult Asia SERVICE" covers:

1. Asia Concept
Market development, Sales, Manufacturing, Joint Venture, Business Process Outsourcing
2. Asia Support
Business Culture & Communication, Local Support, Trouble-Shooting

Your Benefit

Dr. Klippe Consult opens doors in Southeast Asia and supports Europe customers on their way to SE Asia. Opportunity to strengthen the competitive position in SE Asia and Europe.

Organisation's Achievements:

Our Services

Dr. Klippe Consult has the experience and expertise to provide market analysis discuss complex technical projects find partners for sales, fabrication or joint-ventures help to establish local infrastructure discuss social, economic and political questions present your company at Asian exhibitions. Meantime you can run your business at home.

We Request: Distributorship/Agency, Global Product Sourcing, Marketing Service, Trading of T/NT P&S, Technology Transfer, Project Financing

Contact Person(s):

Dr. Andreas Klippe, *Managing Partner*

DR. KLIPPE CONSULT, FRANCE

Industry Sector: International Business Consultants

Organisation Profile:

Dr. Klippe - France is a member of the Dr. Klippe Consult Group which is specialised in business relationship between French companies and Southeast Asia. The Dr. Klippe - France is located in Lyon, France. The group consists of numerous qualified partners in different Asian countries. Dr. Klippe Consult offers local support in Cambodia, Indonesia, Malaysia, the Philippines, Thailand and Vietnam.

Organisation's Role and Main Activities (Products & Services):

- 1) Asia Concept
Market development, Sales, Manufacturing, Joint Venture, Business Process
Outsourcing
- 2) Asia Support
Business Culture & Communication, Local Support, Trouble-Shooting

Our local partners are familiar with the cultural, political and economic situation in their Southeast Asian countries. According to requirements we provide additional technical specialists to ensure the quality of the project and to convince the partners.

Organisation's Achievements:

Dr.-Ing. Andreas Klippe, the founder of DR. KLIPPE Consult, has sound engineering expertise. 15 years in specialised international key accounts and valuable sales and marketing experience offer an advantage to any company who needs to grow and develop their business in either Europe or Southeast Asia.

Customers from:

Chemical Industry, Refineries, Automotive, Food & Beverages, Environmental Protection, Biotechnology, Green Building

We Offer: Global Product Sourcing, Marketing Service, Technical Assistance, Technology Acquisition, Project Financing, Sales & Marketing

We Request: Distributorship/Agency, Trading of T/NT P&S, Commercialisation of R&D

Contact Person(s):

Ma. Fatima Viray USI, *Marketing Officer*