



DIBD Business Development Services

DIBD can assist your company with all modes of operations abroad. Whether you have little or no international activities, DIBD will assist you in successfully implementing your international strategy.

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DIBD assists Danish companies that seek international growth by developing their businesses in challenging markets in Asia, Eastern Europe, USA, Africa, and Latin America. DIBD offers individual solutions on strategy, establishment, market analyses, comparative analyses, business plans, feasibility studies, financing, partner searches, and contract drafting.

Whether your company has little or no international activities, you need a detailed strategy and careful preparation for developing and expanding your business in new markets. Through comprehensive experience, DIBD provides significant value in securing international growth for your company. DIBD can assist your company in successfully implementing your international strategy. We are experts in all modes of operation, ranging from working with local partners over own representatives to wholly owned subsidiaries.

Below are some of the services we offer your company, whether you are considering or have decided to expand internationally:

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Business plans and feasibility studies

The business plan and feasibility study provides a thorough foundation for decision making in regards to establishment in international markets. Establishment abroad may cover re-location of production, outsourcing, or establishment of sales, setting up a production company, and/or strategic alliances with foreign partners. The business plan will also contain strategic recommendations and define the business system, describing the optimal international entry mode for the Danish company.

Comparative market analyses

A comparative analysis is targeted at companies who need to make geographical choices on their international activities, and will give the company the right foundation for deciding on country or region in relation to outsourcing or market access.

Finance

The objective of this service is to provide the optimal financial package for a given project in an emerging market. This entails everything from preparation of valuation models to negotiation with financiers.

Implementation

The objective of DIBD's project implementation participation is to minimise risks, avoid unnecessary delays, and ensure efficient and optimal use of resources. And from experience, DIBD knows that focused project implementation is essential for the success of the project.

International strategy seminar

This seminar offers your company an overview and the ability to prioritize internationally, and in cooperation with you, DIBD will put together a team of consultants with the exact experience and knowledge relevant to your company.

Market analyses

A market analysis provides your company with an in-depth knowledge about the market in focus. It will make you aware of the opportunities and challenges of the market and enable you to design the optimal strategy for market entry.

Partner search and selection

The professional partner search ensures a thorough and analytical foundation for your search for exactly the competences your company is looking for in a partner. This is your guarantee that you will find the best partner for you in the market, without wasting time or money.

Training programmes

A structured and well-planned training programme is an important basis for employees to solve their tasks satisfactorily, without waste of time, delays, and break downs.

SOME REFERENCES

- Agramkow Fluid Systems A/S
- A/S Jydsk Aluminium
- Bang & Olufsen A/S
- B-K medical ApS
- Carlsen Europa A/S
- Danfoss A/S
- Grundfoss A/S
- J. Hvidtved Larsen A/S
- Kompan A/S
- Supercard A/S
- Trelleborg-Hadsten A/S
- Vestas Control Systems A/S
- FL Smidth A/S

For more information, please see www.dibd.dk