

# Koinè

Global Consulting Pte. Ltd.



# Κοινέ

*"There is no favorable wind for the sailor who does not know where to go "*

(Seneca)

*"A mind is like a parachute. It doesn't work if it is not open"*

(Frank Zappa)

## COMPANY PROFILE

2018



***KOINÈ AT A GLANCE***

***2***

***WE GROW YOUR PRESENCE***

***3***

***WE CRAFT A PLAN TO TAKE YOU THERE***

***4***

***CASE STUDIES***

***5/6***



## KOINÈ GLOBAL CONSULTING Pte. Ltd. at a GLANCE

Koinè is a reputable consultancy company with a **proven record in the field of internationalization** services, supporting clients enhancing and opening new businesses from and to Asia and Europe.



We have worked, built and managed businesses in many parts of the world in multinational, multicultural and complex organizations, hence we offer hands-on, in-depth experience providing industrial, commercial and organizational advisory services.

Koinè operates in alignment with the Clients' strategies tailoring supporting projects according to the real clients' needs and not providing "prepacked" solutions.



## WE GROW YOUR PRESENCE

**Koinè** supports clients in opening of new markets: per geographical area, sector, product or customers; **main focus on Europe and Asia.**

We provide M&A and Post-M&A support: in-depth Due Diligences and Business Processes diagnoses; Compliance Analyses; Change management; Tailored Business Plans



**We perform Companies Re-Positioning:** Business Process Analyses and Redesign; Building the relationship with key stakeholders (neighbor, unions, and authorities)

***We provide technology support:*** Technology Transfer and Operations Projects; Process Packages and support to new product development; Investment evaluation and challenge

***Koinè cooperates with an independent European advisory firm for all key issues of entrepreneurial activity related to Strategy, M&A and Transformation.***

## ***WE CRAFT A PLAN TO TAKE YOU THERE***

Koinè operates in alignment with the Clients' strategies tailoring supporting projects according to the real clients' needs and not providing "prepacked" solutions.



**One-size-fits-all approaches** will never help your business reach its full potential. **Our approach is to work with you and tailor your project** to expand your business where you want and when you want.

**Exactly what you need, where you want it and on time,** ensuring the action plan is practical and feasible Hands-on, in-depth experience in Operations, Procurement, Marketing and Sales. Vast experience in complex, multicultural organizations.



**The vast network** among companies and authorities bodies we have developed in Asia and Europe, allows us to support companies in their development projects while our clients can continue concentrating on their core activities.

## CASE STUDIES

**European Chemical Co.** Replacement of a product utilized in the biomedical industry. Screening and selection of potential partners; development of the lab chemical process; identification of the key raw materials suppliers; Industrial trials execution; contract preparation and commencement.



**European Fine Chemical Co.** Opening the new HQ in Singapore. Evaluating market opportunities, competitors and clients; assessing technical company background; selection of the right market positioning; opening the new legal entity; screening and selecting new personnel to be hired locally.



**European Certification Co.** Search for qualified and accredited partners in Asia to support European companies in obtaining valid local certificates. Shortlisted few partners in Singapore and China. Signed the final commercial contract with a Chinese partner.



**European Fine Chemical Co.** Opening of the Asian market searching contract manufacturing and distribution partners for specialty chemicals solvents in Asia; organizing business meeting and visits to selected partners; preparation and signature of the commercial agreements

A hand in a dark suit jacket and white shirt cuff points towards a glowing, jagged white line graph that trends upwards. The graph is set against a blue background with faint vertical bars and other lines. The y-axis on the left is labeled with values from 10,000 to 100,000. The x-axis at the bottom has labels for years from 2010 to 2020. The entire image has a reflective surface at the bottom.



6



### CONTACT INFORMATION

**Koinè Global Consulting Pte Ltd**

[www.koineglobal.com](http://www.koineglobal.com)

[info@koineglobal.com](mailto:info@koineglobal.com)

#### Address:

The Arcade, 11 Collyer Quay, #06-03  
Singapore 049317



***Koinè** was the lingua franca of the empire of Alexander the Great and was widely spoken throughout the eastern Mediterranean area in Roman times; today **Koinè** identifies a common language used by speakers of different languages.*

***Koinè Global Consulting Pte. Ltd.** creates a common language linking business environments from different geographical areas*