



Koinè Global Consulting Pte. Ltd. celebrates its first birthday

We offer:

Hands-on, in-depth experience in **Operations, Procurement, Marketing and Sales** along with a vast experience in complex, multicultural organizations gained in international environment.

We have worked, built and managed businesses in many parts of the world, hence we understand the market sectors, the geographical areas and the cultural approach. **We established business contacts and client relations in many countries in Europe and Asia.**

Our background is especially focused to **create the right bridge from-and-to Europe and Asia continents**, focusing on those companies that wish exploring opportunities in new countries and new markets. We are active in most of the **Chemical and Life Sciences industries**, such as Fine and Base Chemical, Pharmaceutical, Feed and Food.

Our services:

- **Opening of new markets:** per sector, product or customers; we perform feasibility studies, market researches, partners and distributors' researches
- **M&A support:** we perform Due diligences, compliance analyses, organizational diagnosis
- **Analyses of Companies' Positioning:** we support our clients in their change projects especially for those projects toward new markets and countries. We evaluate the organizational gaps and organizational compliance.
- **Technology transfer:** we support technology transfer and operations projects preparing process packages and supporting for new product development.

Facts speak for us

After a year from opening, we have supported our customers through a vast projects portfolio; below are listed some of the most significant ongoing activities:

CASE 1 - European Fine Chemical Co.: opening of the Asian market via searching distribution partners for specialty chemicals products. Shortlisting three potential distributors out of some 100 companies explored in Asia; preparation of the distribution agreement and start of sales.

CASE 2 - European Chemical Co.: Replacement of a product utilized in the biomedical industry. Activities running: Screening and selection of potential partners; development of the laboratory chemical process; identification of the key raw materials suppliers; coordination of the Industrial trials; contract preparation and commencement.

CASE 3 - Specialty Chemical Co.: feasibility study to open or acquire a production center - including the creation of the new company and sales / marketing network - on China and South East Asia. The project is designed in phases to balance the client expenditure profile. Phase 1: Feasibility study and research of potential partners; Phase 2: project deployment with the company creation. Phase 3: development of the commercial network.

CASE 4 – American Fine Chemical Co.: technical due diligence for the potential acquisition of a production site in Europe. Assessment of the current environmental status, registrations and licenses; evaluation of the technical facilities to support designated products manufacturing; business constraints and opportunities evaluation; support for the site's restart.

CASE 5 - Asian Fine Chemical Co.: technology transfer and development of a paint industry product to be introduced at the client's production site. Preparation of a Preliminary Process Package for commercial/economic evaluation. Support the process development lab work and the pre-industrial activities.

CASE 6 - European Certification Co.: search for qualified and accredited partners both in Asia and USA to support European companies to obtain valid local certificates.

*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*

Contact information

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