



PEE PRODUCTS

Contact , Support and Business in International Markets

In PEE project - according to many years of international experience - Bright Business Consulting LLP converged multiple services and specific Services - "PEE PRODUCTS ". Such PEE PRODUCTS, designed and calibrated for both small and medium enterprises, are structured to allow these realities **to be leaders in international Markets**. In fact, in spite of themselves, many of these business realities, due to a limited disposable income which does not allow them to support immediately and completely their self-investment, are forced to give up exports to focus on their domestic market.

PEE products are divided into the following:

- **PAK-PEE1 - PEE PRODUCT - YOUR EXPORT OFFICE**
- **PAK-PEE2 - PEE PRODUCT - TEMPORARY EXPORT MANAGER**
- **PAK-PEE3 - PEE PRODUCT - FAIRS**
- **PAK-PEE4 - PEE PRODUCT - TEMPORARY SELLING MANAGER**
- **PAK-PEE5 - PEE PRODUCT - UPDATING EDUCATIONAL WORKSHOP**
- **PAK-PEE6 - PEE PRODUCT - SCOUTER**
- **PAK-PEE7 - PEE PRODUCT - BUSINESS INTELLIGENCE**
- **PAK-PEE8 - PEE PRODUCT - VIRTUAL OFFICE**
- **PAK-PEE9 - PEE PRODUCT - LOGISTICS**



PEE - International Market



PEE - British Market



PEE - Brazilian Market



PEE - Chinese Market



PEE - Emirate Market



YOUR EXPORT OFFICE [PAK-PEE 1 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that often, because of limited economic means, must give up on having a permanent export office, therefore they lose market opportunities and they give up the chance to be leaders in any interesting International Market.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest, defining operational strategies for internationalization.
- Meeting 2 - Meeting presentation of the opportunities on the market/s of interest.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Creating a virtual sales office in the focused Country, by assigning a phone number, a fax and an answering service, exclusively dedicated.
- Via an "export check-up", talking about analysis and examination of any product and/or service aimed at understanding the potential positioning of the same and distribution channels in the focused Country.
- Market testing with a small group of selected and potential customers, designed to assess the appeal in the focused market/s. **
- Consistent with any non-competition agreements in place, starting direct contact with the names in the database of BBC-LLP.
- If necessary, getting advice for the development of a marketing plan/promotional activities (IDBBC PAK-COA10) - 10 hours.
- Assistance identifying technical matters, rules and installation of products and/or services with relative work coordination of the parties involved.
- To be defined case by case and in accordance with guidelines and/or Customer reporting, managing trade negotiations by a BBC-LLP's Subject working as an "area manager".
- Assistance given to prospective customers even during their visit at the headquarters of their Customer BBC-LLP (training and/or business negotiations).
- Assistance for participation in tenders. **

NOTE:

- IDBBC PAK-PEE1 Service is associated to: PAK-PEE3 Service, PAK-PEE4 Service and PAK-PEE5 Service .
- (**): This activity, in cases of specific agreements, needs to be written, customized and signed by the parties - read meeting 3.



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TEMPORARY EXPORT MANAGER [PAK-PEE 2 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that often, because of limited economic means, must give up on having their own exclusive export manager, thus limiting their expansion to the International Market/s of their interest, working only in their domestic markets.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest, defining operational strategies for internationalization.
- Meeting 2 - Meeting presentation of the opportunities on the market/s of interest.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Creating an account at the office and/or branch of BBC-LLP as a representation and sales office on behalf of the Customer, giving it telephone number, fax and answering service, exclusively dedicated.
- Via an "export check-up", analysis and examination of the product and/or service aimed at understanding its potential position and its distribution channels in the Country of interest.
- Marketing test with a small group of selected and potential customers, designed to assess the appeal in the market/s of interest.**
- Supported during its follow-up by Subject BBC-LLP as an "export manager" - respecting choices and tips from the Customer. Assistance identifying technical matters, rules and installation of products and/ or services with relative work coordination of the parties involved.
- In accordance with guidelines and/or Customer reporting, managing trade negotiations by a BBC-LLP's Subject working as an "export manager".

NOTE:

- IDBBC PAK-PEE2 Service is associated to: PAK-PEE3 Service, PAK-PEE4 Service and PAK-PEE5 Service .
- (**): This activity, in cases of specific agreements, needs to be written, customized and signed by the parties - read meeting 3.



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FAIRS

FAIRS [PAK-PEE 3 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that often, because of limited economic means, must give up on paying costs of participation in an international trade fair or the same ones which want to optimize and rationalize both time and cost.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus on any specific action asked to BBC-LLP.
- Meeting 2 - Definition of operational strategies for participation at the trade fair; e.g.:
 - Support for design, construction, installation and dismantling.
 - Finding staff to be employed during the fair.
 - In accordance with guidelines and/or Customer reporting, planning the fair's schedule.
 - In accordance with guidelines and/or Customer reporting.
 - In accordance with guidelines and/or Customer reporting, organization of the meetings agenda with potential and/or already owned distributors.
 - Subject BBC-LLP is present as a temporary area manager and/or temporary export manager.
 - Preparation of a detailed report on the contacts received during the event and trade fair and related feedbacks.
 - Support for the preparation of any trip and travels (by air, at hotels, transports, restaurants), saving time in finding the right solutions.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Assistance aimed to logistics.
- Assistance aimed to matters concerning relations with fairs' bureaucratic organizations.
- Other Services according to specific requirements and/or needs of the Customer.

NOTE:

- IDBBC PAK-PEE3 Service is associated to: PAK-PEE4 Service.

- (**): This activity, in cases of specific agreements, needs to be written, customized and signed by the parties - read meeting 3.



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TEMPORARY SELLING MANAGER [PAK-PEE 4 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that often, because of limited economic means, must give up on owning a selling manager, thus limiting their expansion on any International market/s of interest, working only in their domestic markets.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest, defining operational strategies for internationalization based on the information he owns.
- Meeting 2 - Meeting introducing the organizational strategies related to any activity that Subject BBC-LLP will carry out focusing on the market/s of interest.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Assistance, advice and coordination for the implementation of a sales network, selecting agents, intermediaries and/or distributors.
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NOTE:

- IDBBC PAK-PEE4 Service is associated to: PAK-PEE1 Service, PAK-PEE2 Service, PAK-PEE3 Service and PAK PEE5 Service.
- (**): This activity, in cases of specific agreements, needs to be written, customized and signed by the parties - read meeting 3.



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UPDATING EDUCATIONAL WORKSHOP [PAK-PEE 5 - PEE PRODUCT]

This PEE PRODUCT is targeted primarily on Trade Associations, Chambers of Commerce, Export Consortia and so forth, aimed to inform and educate their associated and/or members focusing on:

- Specific issues related to the process of internationalization.
- Opportunities available in international markets for specific business sectors.
- Specific topics that will help facing international markets.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the specific action required to BBC-LLP defining both the focus, which is the international market subject of the workshop and the field which is the subject of the workshop itself, deciding its place. Any other detail and insight.
- Meeting 2 - Meeting to present the program of the workshop.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Workshop planning.
- Workshop performance.



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SCOUTER

[PAK-PEE 6 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that must intervene effectively in research and management, primarily of international suppliers, saving time, budgeting and optimizing costs of management related to these activities.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest.
- Meeting 2 - Meeting in order to define the organizational and operational aspects which are subjects of scouting.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Assistance, advice and coordination for researching:
 - Or partners to refine Joint Venture operations.
 - Or looking for new suppliers.
 - Or suppliers management.
 - Or search and management of whatever the Customer needs.

Or to:

- Production management.
- Quality control and certification.
- Any Other Service, according to specific Customer needs.

NOTE:

- IDBBC PAK-PEE6 Service is associated to: PAK-PEE1 Service, PAK-PEE2 Service, PAK-PEE3 Service and PAK PEE4 Service.



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BUSINESS INTELLIGENCE

[PAK-PEE 7 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that is not organized internally for marketing analysis and wants to know and analyze the market before investing in the area.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest.
- Meeting 2 - Meeting in order to define organizational and operational aspects which are subjects of business intelligence.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements. Consulting to verify concrete opportunities for products and/or services of the company thought for the market/s of interest.
- Analysis and market research.
- Classification of the main competitors in the market/s of interest.
- Research activities about price in the market.
- Information on the Country/ies.
- Dossier about the main documents necessary for export.

NOTE:

- IDBBC PAK-PEE7 Service is associated to: PAK-PEE1 Service, PAK-PEE2 Service, PAK-PEE4 Service and PAK PEE5 Service.



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VIRTUAL OFFICE

[PAK-PEE 8 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that because of a non-constant activity outside their domestic markets, still want to be present with an office in order to lead an area, so that it can not be excluded from opportunities (in many markets customers as well as suppliers always exclude to buy / sell products and/or services from companies that are not established in the territory).

This PEE PRODUCT includes the following features and Services:

- One of the solutions listed below can be:
 - Virtual Office in Milan or Rome.
 - Virtual Office in London.
 - Virtual Office in Sao Paulo.
 - Virtual Office in Shanghai.
 - Virtual Office in Dubai.
 - Virtual Office in the Country of interest.
- Assigning a phone number and fax corresponding to the Country where the virtual office is on.
 - On request, therefore not included in IDBBC PAK-PEE7 Service, are:
 - Answering machine exclusively dedicated.
 - Receiving and managing mails.
 - Opening and forwarding copies of any mail received.

NOTE:

- IDBBC PAK-PEE8 Service is associated to: PAK-PEE2 Service, PAK-PEE3 Service, PAK-PEE4 Service, PAK-PEE6 Service and PAK-PEE7 Service.



PEE - International Market



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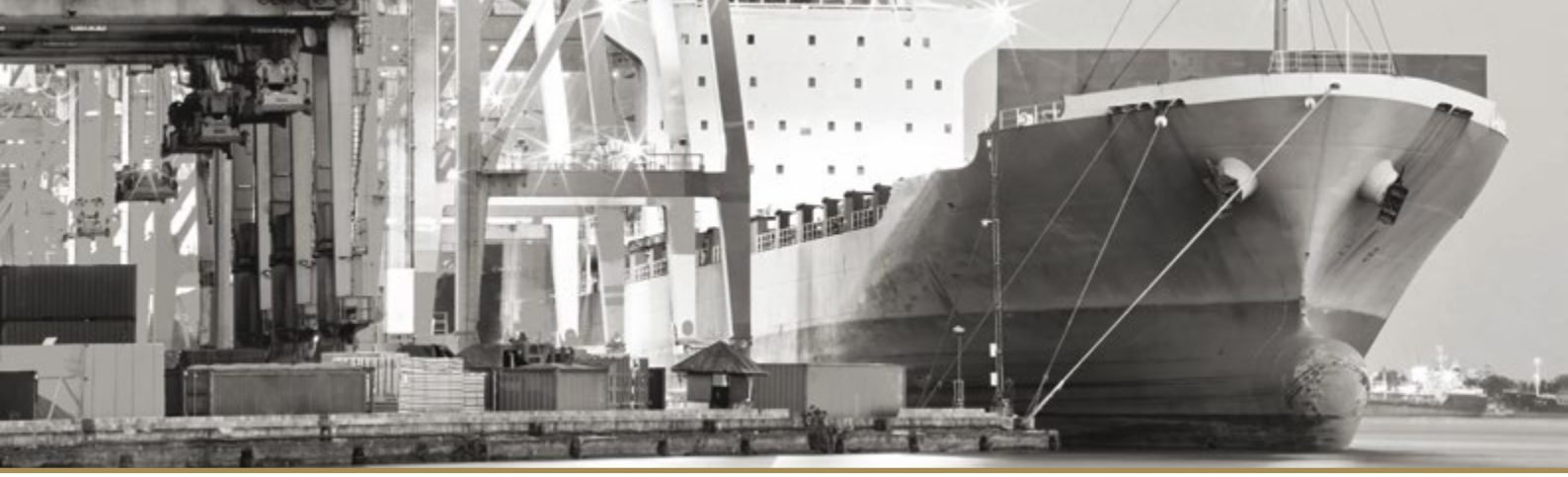
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LOGISTICS

[PAK-PEE 9 - PEE PRODUCT]

This PEE PRODUCT is designed and calibrated for both small and medium enterprises that aims to optimize and rationalize time and costs, therefore being effective and decisive in a short time regarding to any aspect related to logistics in the International market /s of interest.

This PEE PRODUCT includes the following features and Services:

- Meeting 1 - Meeting of analysis in order to focus the market/s of interest.
- Meeting 2 - Meeting aiming at defining working levels based on the importance and/or primary need of finding news/information.
- Meeting 3 - Following meetings 1 and 2 and any information collected, this meeting aims to sign, if required and necessary, written customized agreements.
- Searching for shippers.
- Searching for logistics platforms.
- Searching for stores.
- Support the development of customs documents.
- Support for the documentation for import/export.
- Support for customs certifications.
- Assistance to local regulations.

NOTE:
- IDBBC PAK-PEE9 Service is associated to: PAK-PEE2 Service, PAK-PEE3 Service, PAK-PEE4 Service, PAK-PEE6 Service, PAK-PEE7 Service PAK PEE8 Service.



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