

Is Your Company seeking for the right people, strategic partner or investor to conduct your business in Israel?

Do you need assistance to explore trade opportunities in Israel?

EGK Team is positioned to:

- (i) assist you finding the right business partners in Israel that meets your needs and matches your criteria**
- (ii) explore business opportunities**

International Business Partnership

Meaningful partnerships are the foundation for success. Business Partnerships is what enables many companies to make continuous improvements and sustainable growth.

Reaching new markets - by using your partner as a sales channel to markets where it is too expensive to penetrate directly or very complex to do it even remotely.

Partnership's Synergies are the power behind business growth.

Sharing technology and development cooperation enables portfolio enrichment and allows each partner to focus on area where it has an advantage; thereby you can direct and focus your resources and capabilities to projects you consider most important.

Business partnership enables the parties to leverage their assets - resources, capabilities, expertise, client base and technology for their mutual benefits and growth.

Connectivity and intangibles are the new success drivers, those instead of focus on physical assets and economies of scale. In the new knowledge economy, the principles of business strategy are being transformed. Businesses increasingly need to develop and manage complex eco systems around themselves to enhance their competitive position and increase sales.

Allocation of the right strategic alliances and the fit of the collaboration model is a key success factor for the international firms.

The EGK Partners

EGK - Eylon-Gover-Kaul are 3 partners that cooperate many years in business development in Israel and abroad – assisting different Israeli companies to promote their business – mainly by locating business partners and customers abroad.

EGK (Eylon, Gover, Kaul), offering our customers a vast experience of creating business in Israel. With our network of partners our reach covers Israel with possible access to Cyprus, Greece, Turkey, North Africa, North America, Latin America, Africa, Europe and south-east Asia. This is very useful to customers doing their first steps to penetrate into those markets.

Visit www.eylonconsulting.com to review the activity abroad.

EGK brings a broad Interdisciplinary Expertise and is well equipped to deal with the full range of topics such as software, IT solutions or companies dealing with equipment, devices or instruments.

We are experienced in and can cope with a broad range of capabilities ranging from requirement gathering and prioritization, design and development, marketing, sales, implementation and support, change control, testing and monitoring after the solutions are in production.

An additional area covered by our activity is based on extensive experience with various hardware and software platforms coming up with the best-of-breed integrated solutions, fitted to customers' needs and capacities.

We are also working with investors – to fit a startup seeking investment to the right investor and help the startup, thereby watching the investment for the investor.

The EGK team excels in networking, promotion, search for representation, planning and trade development.

The EGK team can provide a wide array of potential clients and partners.

The EGK team will support your business development strategies, will help you penetrate and focus on Israeli Market Place.

We understand doing business in Israel - contributing added value to our client's business that can make the difference for conducting business in Israel.

We specialize in trade development, market research and penetration, business intelligence and feasibility studies for business in Israel.

The EGK team can locate the right investment opportunities and support funding of the Polish entities.

EGK can also facilitate business meetings, missions, trade events and networking in Israel. With our network of partners our reach covers Israel with possible access to Cyprus, Greece, Turkey, North Africa and other countries.

Our offering

EGK is offering to serve as Your official regional (Israeli) trade & investment representative office looking for business penetration and representation in Israel.

We can provide Your Company - ALL the comprehensive range of business services required for the local market in Israel.

Our rich local (and international) business, technology and managerial experience can provide critical insights so essential to the client's decision making process.

The **EGK** team **provides a comprehensive range of business services in Israel**, including:

(i) Core Services

- Explore trade opportunities in Israel on behalf of Polish clients
- Identify potential local (Israeli) Business Partners (importers, distributors, VAR's, ...) for specific products, solution and/or services
- Identify technology partners
- Assist in closing the cooperation agreement with the Israeli party

(ii) Additional Services:

- Market Research Assessment
- Funnel and Leads creation
- Identifying local Joint Venture partners
- Sourcing of products per specific requests
- Providing information on certain public tenders
- Preparing tailor-made business missions to Israel for individuals and groups
- Trade Shows & Events in Israel - on Behalf of Polish Companies
- Focused publications in local media (in Hebrew)
- In certain cases, **EGK cooperates and is engaged** with additional local parties specializing in specific technology, industry and market seminars or conferences.

Operation setup concept

The Polish Party – the Polish Company that will express their interest to apply for such services will commit to certain terms and conditions (business and financial) that will be defined in a framework agreement with EGK.

Business terms and fees

The **Core Services** will be offered as a basic service to all participating Polish companies.

The Additional Services will be offered on demand and will be priced and charged based on the specific scope.

The Core Services financial conditions are composed by the following elements:

1. At the stage of locating a proper Partner in Israel for the Polish Company (after signing an agreement with EGK) – duration of 2-4 month, the Polish Company will cover all EGK expenses (in Israel and Poland) related to the proposed activity and the specific company.
2. Once such potential partner will be located and confirmed as the one interesting for the Polish Company and during the time when the parties will enter into business discussions toward any sort of cooperation agreement – duration 1-3 month, the Polish Company will pay EGK certain retainer fee.
3. Following the signature of any sort of Business Partnership Agreement between the Polish Company and an Israeli Company and following the beginning of payments to the Polish company by the Israeli Partner/Party – duration after agreement and till such agreement will not be concluded, the Polish Company will pay EGK a commission of 12-18% from the actual orders value incurred by these activities.

We are open to discuss any need or possible special business structure and ready to discuss the matching payments arrangement.

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Visit www.eylonconsulting.com – includes overview and description of our activity abroad of Israel.