



B-SIDE GROUP

Regional Expansion

Agency

WHO ARE WE?

MISSION

We provide step-by-step advice to companies seeking to grow in the Americas, either to manufacture and sell to the north (USA/Canada), or to grow and expand to the south (Brazil, Mexico, Colombia, etc).

HOW DO WE ADD VALUE?

We offer comprehensive expansion services, centralized in our US offices, but with a strong local presence abroad.

20 markets in one place, with deep local knowledge.

SERVICES

DESIGN

We provide bespoke, step-by-step expansion consulting to choose the right countries and entry method.

LEGAL

We provide legal services* in LATAM with profound local knowledge, as well as market and product regulatory analysis.

ACCOUNTING

We provide accounting and tax support* in LATAM for local operations.

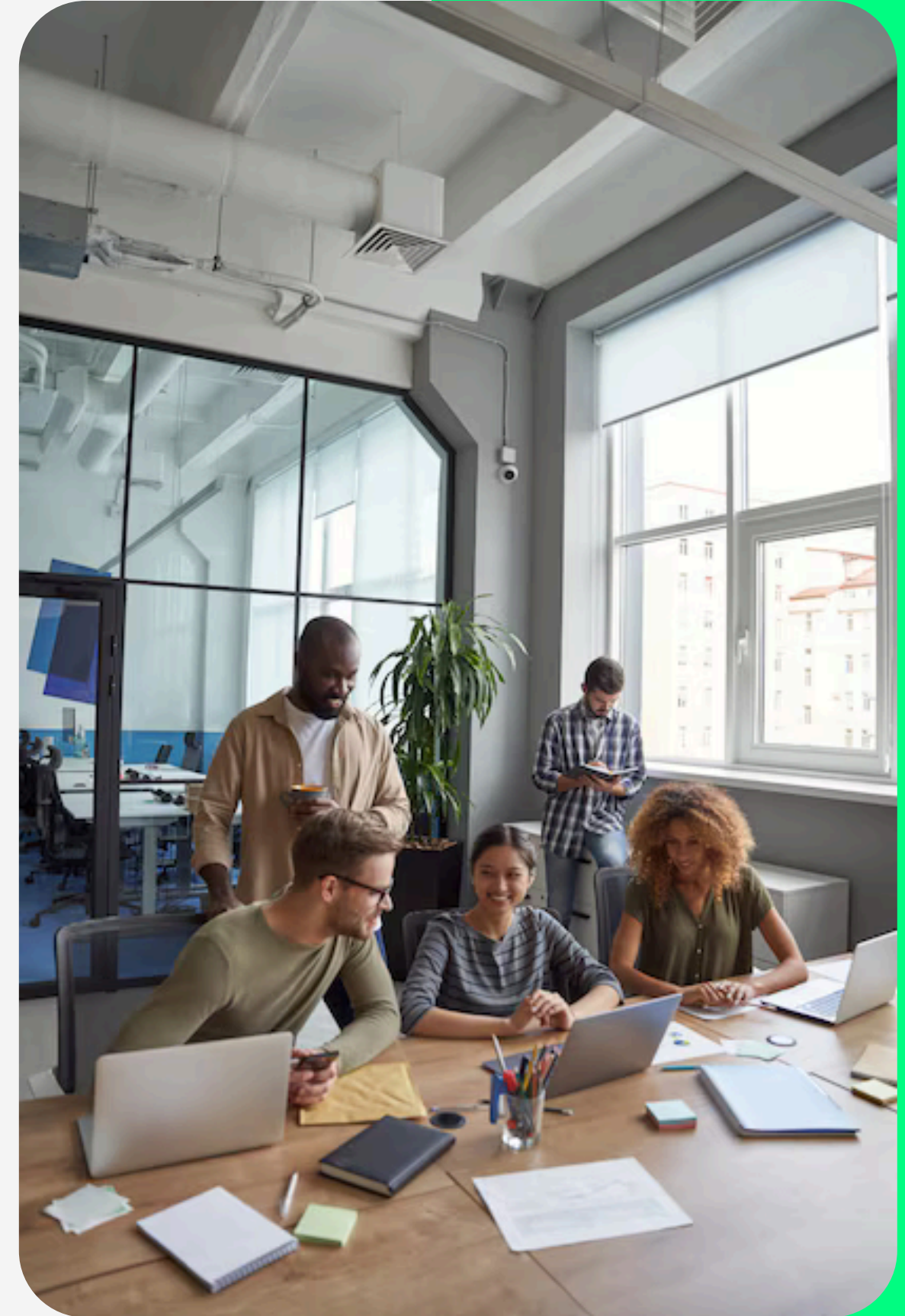
BUSINESS DEVELOPMENT

Trade mission follow up: We provide structured and strategic follow-up for trade missions to maximize investment and business success.

B2B Procurement: We provide tailored B2B procurement solutions to optimize supply chain efficiency and business growth.

EXPANSION DESIGN

This service offers step-by-step strategic consulting for companies looking to expand into new markets. Our consulting services are tailored to the specific needs of each company, addressing key aspects such as market analysis, entry strategies, business setup, and compliance with local regulations.



LEGAL*

Specialized legal support based on an in-depth understanding of the laws and regulations of the target country. This may include company incorporation, regulatory compliance, intellectual property protection, commercial contracts, permits, and industry-specific regulations.

*Services are provided only by authorized consultants in each region. In some locations, these services may be delivered by a third-party business partner.



ACCOUNTING*

Accounting and tax advisory to ensure compliance with the tax and financial regulations of the expansion country. This includes financial reporting, tax filings, adherence to local accounting standards, and tax optimization strategies.

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BUSINESS DEVELOPMENT

Trade Mission Follow-Up:

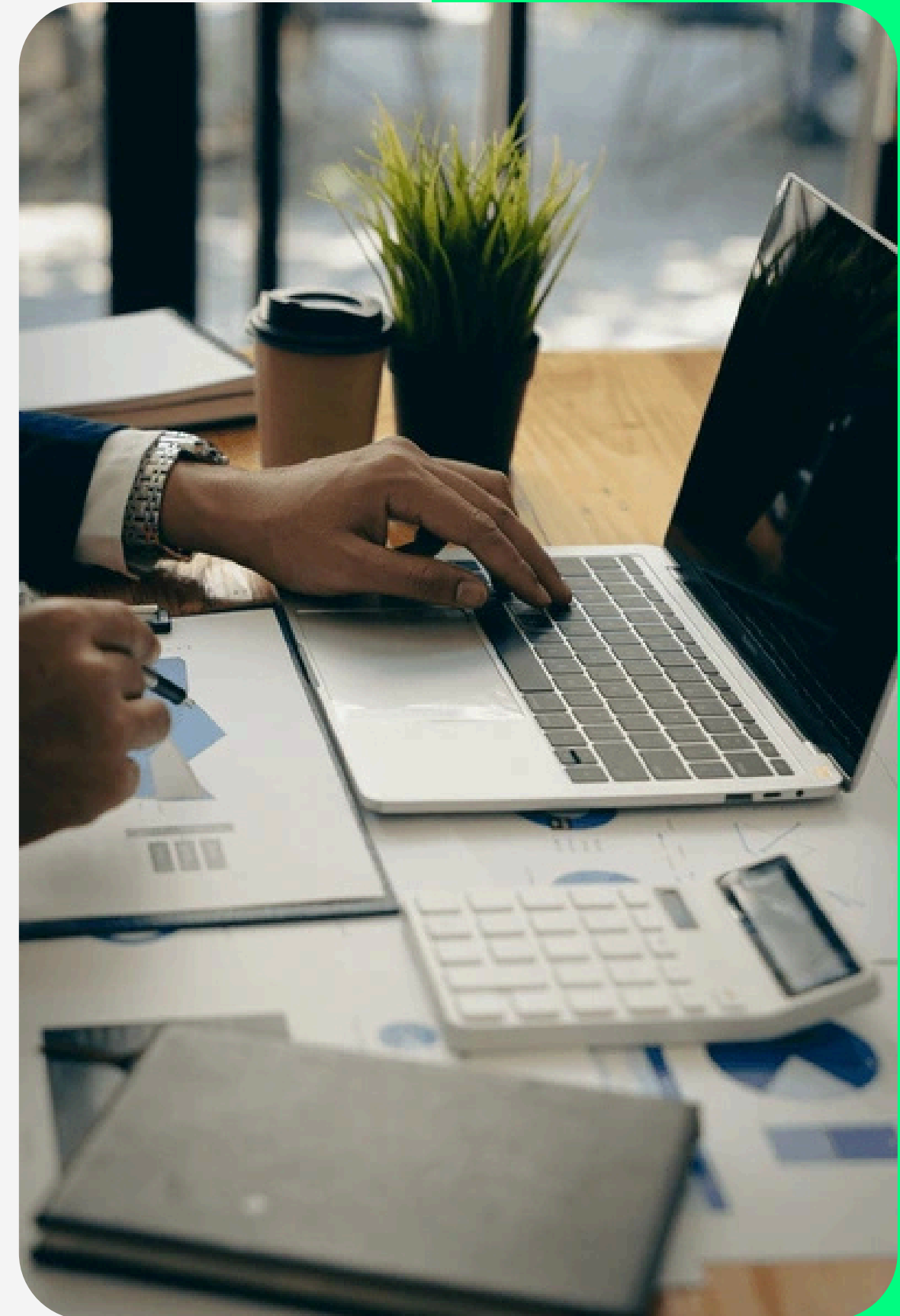
We've seen it a million times. An amazing trade mission which took months to organize suddenly turns into radio silence, and all the effort and investment doesn't quite come through.

After several years of working with Embassies and Economic Development Centers around the world we understood the key to closing deals is strategic follow-up.

This follow up is carried out closely with the embassy or EDC always keeping them in the loops, while providing the support needed by the companies to follow through.

B2B business opportunities:

We introduce companies expanding into new markets to local networks to facilitate their entry. We have these cross-sector networks in every country from Canada to Argentina.



HOW DO WE WORK? (Inbound companies)

Single event

A group of companies is visiting your city and doesn't know what to expect in this new market.

Certainly, a webinar and informative materials in their own language, provided in advance, will help them better understand the amazing opportunity they are about to experience. We can do that.

Once the event is over, consistent follow-up on the leads generated and investment projects—working **closely with the Embassy or EDC**—will not only **enhance KPIs** but **also translate into a higher investment-to-return ratio**.

Retainer basis

If you plan to receive several trade missions from different parts of the world, this makes sense because it covers the preparation and follow-up services for all activities carried out by your Embassy or EDC.

The retainer structure, facilitates budget planning while also providing all involved the companies with the appropriate capacitation and follow-up to enter into a new market abroad.

HOW DO WE WORK? (Outbound companies)

Single event

Before entering a new market, it is essential to understand how things work down there, how safe it is to do business, and the best way to enter the market. We can provide informative materials and webinars before the trade mission takes place to better prepare the delegation, ensuring they maximize their opportunities.

Once the mission is over and you're back home, we provide timely and consistent follow-up on the leads generated, while also creating new ones. In **close partnership with the Embassy or EDC**, we help finalize the deals agreed upon during the trade mission.

This will not only **enhance KPIs but also result in a higher investment-to-return ratio.**

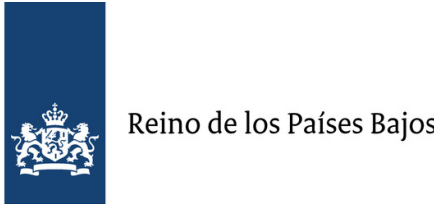
Retainer basis

If you constantly promote the expansion of several companies or trade delegations to different parts of the world, this service certainly makes sense, because it covers the preparation and follow-up services for all activities carried out by your Embassy or EDC.

The retainer structure, facilitates budget planning while also providing all involved the companies with the appropriate capacitation and follow-up to enter into a new market abroad.

OUR PARTNERS

EBASSIES



BANKS



GOVERNMENT AGENCIES



OUR TEAM



**Diego
Arzamendi Caso**



**André Norio
Hiratsuka**



**Jeison
Larrota**

OFFICES



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LOCATION:
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Ferreira Lopes, 703 -
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