



# Doing Business in Brazil PRESENTATION

## Direct Link Consultancy 2020 September

This material was developed to support the oral presentation of the portfolio of the Direct Link Consultancy services.

The information contained in this presentation are CONFIDENTIAL and protected by legal confidentiality and copyright. The dissemination, distribution, reproduction or any use of this document's content depends on the authorization of the issuer, subjecting the violator to legal sanctions.



*We operate in Sales Management,  
specializing in projects of Merger,  
Restructuring and Startup of  
International Subsidiaries in Brazil*

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

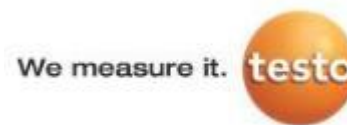


## Speeding Up the Business

DL's services help companies to achieve better results through various combination of strategies:

- Analysis of company's targets;
- Alignment with the local strategies with the company's strategic plan;
- Search for customers and seek strategic partners in Latin America;
- Establishment of local subsidiaries;
- Taking over the local operations.

# Direct Link's Customers



## Milestones of Start-ups in Brazil

- Initial study on market potential and alternatives.
- DL searches for contract manufacturers in the region.
- DL provides consultants to promote business of international companies locally.
- DL attends events, sets up sales channels, negotiates with key clients and facilitates initial delivery on behalf of customers.
- After business gets traction, DL facilitates next phase – usually setting up a legal entity in Latin America Market.
- DL sets up company and delivers it to the customer. Recruits and trains employees, hires accountant and lawyer.
- DL can stay involved through medium-term to insure consistency.
- DL acts as legal representative and can take over the daily operations.



## Speeding up the business – Case 1: Long-term contract

European manufacturer wanted to increase its market share in Latin America Market





## Speeding up the business – Case 2: Medium-term contract

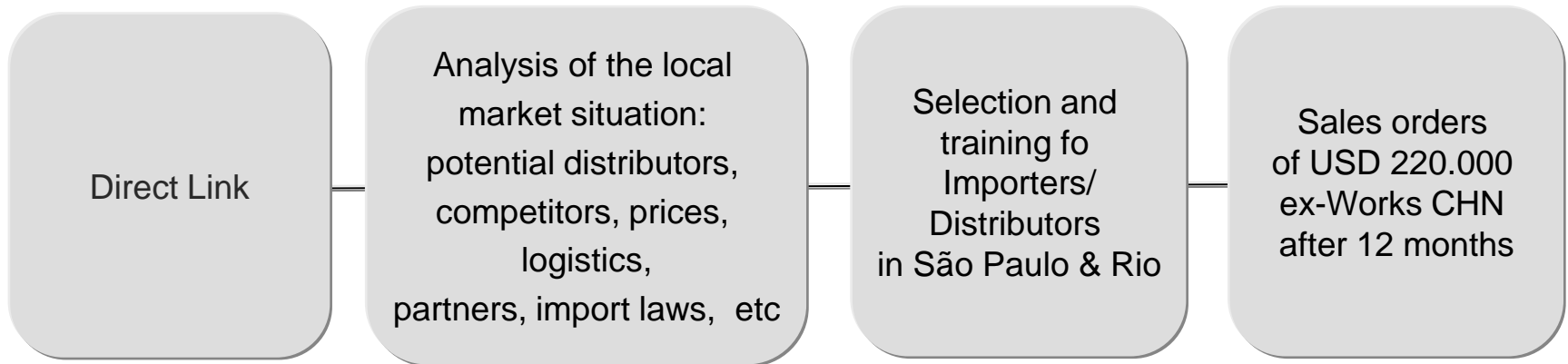
German manufacturer opened local production



# Business Case



## **Speeding up the business- Case 3: Short-term contract** Canadian manufacturer of industrial instruments wanted to join the Brazilian market





## **Speeding up the business – Case 4: Short-term contract**

Chilean producer of fruits planning to export to Brazil

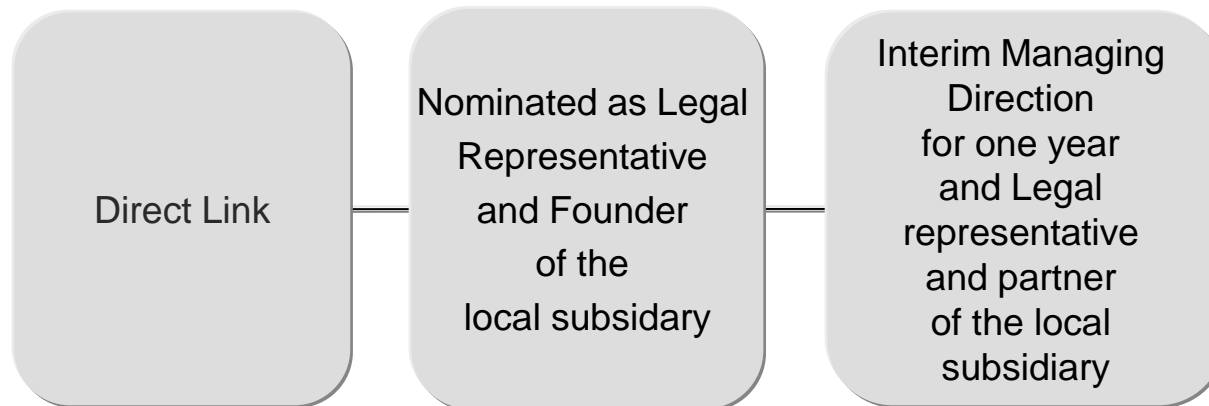






## Speeding up the business – **Case 5:** Long-term contract

Swiss company started the operations in Brazil



# Profile of Project Manager



**Roberto Gregori Jr.**  
Owner and Senior Consultant



Professional experience acquired in international and Brazilian companies. Expert on start-ups and management of B2B companies as well on change management in the IT, Service, Agriculture and B2B sectors. Legal representative in Brazil for foreign companies . Fluent in English, German, Spanish and Portuguese.

**Educational Background:** Expert in Industrial Management (USP), Master of Agronomy from the University of Bonn/Germany (Dipl.-Ing.) and Agricultural Engineer from UNICAMP/Brazil

**Practice Areas:** Acquisition and mergers, change management with a focus on cost optimization, development of business plans and structuring of commercial and marketing actions with short-term results, strategic and financial partnerships .

### Our consulting fees

In order to develop the Brazilian market, HM can choose the consulting package that fits to its budget, hiring our services for a determined days a month to search for contract manufacturer, distributors, end customers, give training, etc:

- 4 days/month - Fees USD 1,500 monthly
- 8 days/month - Fees USD 2,500 monthly
- 12 days/month - Fees USD 3,500 monthly
- 16 days/month - Fees USD 4,200 monthly

Plus 5 to 10% commission when we do sales and reimbursement of travel costs / accommodation / etc.

## **We will be pleased to assist your company in Latin America**

**Please come in touch with us:**

**Dipl.-Ing. Roberto Gregori Jr.**

Direct Link Consultoria

Cel.: +55 19 998 330 505

Skype robertogregori jr

E-Mail [brazil@dlconsultoria.com](mailto:brazil@dlconsultoria.com)

Linkedin: <http://br.linkedin.com/in/robertogregori>