



Global Network News

www.globalconsultingnetwork.com

Volume 3, Issue 1

February 1, 2006

In This Issue

Profiles of 7 new Global Consulting Network Members:

Middle East & Africa

- **IsraelWise**

North America

- **LGA Consulting**

Europe

- **BMAC**
- **BZB Consultancy**
- **EKT Group**
- **Nitra as**
- **PMR Consulting**

Updates on existing GCN Members:

- **China Healthcare
Consulting**
- **FRD Center**

Fall 2005 GCN Meeting Summary!

Spring 2006 GCN Meeting Notice!

Global Consulting Network (GCN)

2006 has arrived, and with it the new issue of the Global Network News. The GCN continues to expand, and we are pleased to profile seven new GCN Members, including our first member from the Middle East — IsraelWise, based in Rosh-Ha'AYin, Israel.

Referrals of new members that add value to the GCN are always welcome. There are several regions that are of particular interest at present, including Canada (Quebec), France, Hong Kong, Korea and India — especially consulting firms with a broad industry focus.

Detailed profiles of activities of two GCN members are included in this issue, and we would welcome additional articles and updates from all members for future issues of the newsletter.

One of our primary goals is to increase the level of communication and information exchange between GCN Members. The first European GCN member meeting held in London in November 2005 was a resounding success.

Thus, we would like to set in motion plans for a network-wide GCN Meeting for Spring 2006. We would

appreciate your input on many of the issues of hosting the meeting. Further details are inside.

Another effort to increase communication among GCN members is the establishment of a listserv, or member email list, to which anyone may use to advise of projects and items of interest to the membership. The email address is members@globalconsultingnetwork.com.

We continue to work on improving the GCN and greatly appreciate your input on ways to continue these efforts. Our best wishes to all for 2006!





IsraelWise - Israel

Mr. Maoz Tenenbaum
Senior Partner
IsraelWise Ltd.
11 Ha'amal St.
(Ashbad House)
P.O. Box 11745
Rosh-Ha'Ayin 48092
Israel
Ph: +978 3 902 3006
Fax: +978 3 902 1692
maoz@israelwise.com
www.israelwise.com

IsraelWise provides an effective gateway between Israel's thriving technology market and international companies interested in doing business in Israel or with Israeli firms. They work with leading providers of telecommunications, IT and medical products and services, as well as trading firms, investment funds and industry groups - covering the full gamut of high-tech business.

Founded in 2002 and headquartered in Tel-Aviv,

IsraelWise is headed by technology marketing & sales veteran Maoz Tenenbaum, who has more than 12 years' experience in working with leading Israeli and international IT companies. Their expert, professional knowledge, contacts, and services have laid the foundation for numerous winning partnerships—opening new opportunities and ensuring maximum results.

IsraelWise offers a range of services, including Partner

Investment Identification, Market Research, Sales Strategy, and business representation.

In 2005 they launched a search engine that enables companies worldwide to search for Israeli firms that they would like to do business with. IsraelWise also allows companies to enter themselves into the database so they can be available to their Israeli counterparts. All GCN Members are strongly encouraged to do so!



Mr. Vince Lencioni
Founding Partner
LGA Consulting
Cerro de las Campanas
3 Suites 102 & 103
San Andrés Atenco
C.P. 54040, Tlalnepantla
Estado de México
Ph: +52 (555) 5378-3890
Fax: +52 (555) 5378-9048
vlenceoni@lgaconsulting.com
www.lgaconsulting.com

LGA Consulting - Mexico

LGA is a consulting firm focused on assisting U.S. and foreign companies to export, sell, and do business in Mexico. Located north of Mexico City, the firm has business and sales consultants and certified Mexican attorneys and accountants, all with bilingual capabilities.

LGA offers a broad array of services for foreign clients looking to do business in Mexico, including dealing with legal, tax, regulatory,

and customs issues. These services also include the unique Sales Shelter Program, where LGA handles sales, banking, and accounting operations locally for those companies who need these services but have not yet established their own operations in Mexico. LGA can offer companies the benefit of an in-country presence without the hassle of setting up an Mexico sales office.

LGA has over 12 years of

experience in working with U.S. companies in a variety of sectors. They specialize in helping small and medium sized companies, but they have also worked with larger companies such as Harley-Davidson, Bell Laboratories, and Miller Brewing.

LGA also has extensive experience in areas such as chemicals, industrial machinery, and food and beverage.



Vladimir Fetsetko, Ph.D.
Director
5 Nizhny Kislovsky Lane
125993, GSP-3
Moscow, Russia
Ph: +7 095 727 1311
Fax: +7 095 202 1517
bma@bma.ru
www.bma.ru

Business & Marketing Analytic Centre - Russia

Established in 1968, the Business and Marketing Analytic Centre is part of the International Centre for Scientific and Technical Information. BMAC assists international companies in the formulation of effective business and marketing strategies to facilitate entry into the Russian and CIS markets.

Working principally as a marketing consultancy, BMAC provides complex marketing consulting services, market research,

and in-depth market analysis in Russia and throughout the countries of the CIS. These services are rather unique in Russia. BMAC focuses on analyzing the current and future market situations and improving the client's strategy.

The company has supervisors in 69 key regional centers, covering the breadth of Russia. Consultants and employees of the BMAC have good experience in market research and marketing

consulting as well as wide managerial and international business experience. The company has conducted nearly 200 multi-country projects and more than 800 research projects in Russia.

BMAC has experience in sectors such as construction and telecommunications, and its clients have included the Ministry of Economics of the Russian Federation, Hewlett-Packard, and McKinsey & Co.

BZB Consultancy - Netherlands

BZB is a young successful company for international consultancy based in Amsterdam. Their international business consultants are specialized in supporting small and medium-sized companies that wish to expand into the European market.

The team consists of four consultants. All have university degrees and many years of international experience. Each has his or

her own specialization; their combined knowledge and network are the driving forces of BZB. Depending on the assignment, they also work with professional freelance translators.

BZB supports clients in various industries from all over Europe, the United States, and Asia. Their client list includes customers from IT, telecom, industrial outsourcing services,

manufacturing and safety systems.

BZB specializes in business development and competitive intelligence. Additionally, they search for business partners for clients and act as an information broker. Their key services are international business support, consultancy, local recruitment, language services, and finding suitable business partners.



Mr. Alex Smit
Senior Business Consultant
BZB Consultancy
Postbus 14807
1001 LH
Amsterdam, Netherlands
Ph: +31 20 620 3674
Fax: +31 84 220 1304
info@b-z-b.com
www.b-z-b.com

EKT Group - Lithuania

EKT Group is a private Lithuanian consulting company, providing management, marketing consulting, marketing research, competitive intelligence and training services for business organizations as well as for public institutions.

EKT Group is based in Vilnius, Lithuania; however, through the business networks they also have clients throughout the Baltic region and in other EU and

CIS countries. EKT Group activity is engaged in 4 main knowledge areas: management consulting, marketing consulting and research, training and consultancy, economic development.

Throughout more than 10 years of experience in the market research area EKT Group carried out various market research projects and developed a wide range of sector expertise. EKT market intelligence reports

cover industries such as chemical, electronic, and automotive. Currently they are conducting market research for Pan Baltic and identifying suppliers of steel cabins in Lithuania.

EKT was founded by 3 Lithuanian consultants and established in 1993. EKT Group has been on the top of Lithuanian business consultancy and market intelligence companies' list for the last 5 years.



Mr. Justas Gavenas
Consultant
J. Jasinskio str. 16
LT - 01112
Vilnius, Lithuania
Ph: +370 5 25 26 225
Fax: +370 5 25 26 226
ekt@ekt.lt
www.ekt.lt

Nitra - Norway

Established in 1987, Nitra is an international marketing consultancy company focusing exclusively on the trade between Europe and Japan. Nitra has an impressive network in Japan, including decision makers in the leading corporations of most industries. This network helps clients advance into the Japanese market, find distribution channels for products, and develop new

applications for technology. The network also includes large Japanese firms that are actively seeking investment opportunities in Europe. Nitra prides itself on its knowledge of the Japanese market and the ability to carefully select partners for its clients.

Nitra's activities in Japan include market research, partner search, establishing subsidiaries, and maintaining a representative office.

Clients have included Forberg, Tomra Systems ASA, and Qwatee.

Nitra's cooperation partner in Norway is Weibull AS, a leading company in M&A related activities in the Nordic countries. Since 1988 Weibull has advised hundreds of clients on acquisitions and sales of business.



Mr. Knut Kraft
Managing Director
Drammensv. 134
Bygg 4
0277 Oslo, Norway
Ph: +47 24 11 95 14
Fax: +47 24 11 00 01
kraft@nitra.no
www.nitra.no



PMR Consulting - Poland

Mr. Karol Kolt
Head of Consulting
Services
Supniewskiego 9
31-527 Krakow, Poland
Ph: +48 12 618 90 70
Fax: +48 12 618 90 08
karol.kolt@pmrconsulting.com
www.pmrconsulting.com

PMR was founded in Krakow in 1995 and was one of the first independent consulting companies in Central and Eastern Europe. Its 50 full-time staff are located in 16 countries and it is one of the largest companies of its type in the region.

PMR is a British-American owned company, and it is composed of PMR Publishing, PMR Research, and PMR Consulting. PMR Consulting offers the combination of Western advice and ex-

perience with a dedicated team of consultants who know the Central and Eastern European markets. They are able to provide comprehensive regional services as well as services tailored to each Eastern European country. PMR Consulting offers market entry studies, partner searches, and acquisition assistance, among other services.

PMR focuses on all services a company needs to enter the growing markets of Eastern Europe. Industries they have

worked with include FMCG, retail, household products, and automotive.

The typical PMR client is a medium sized or larger company from Western Europe, the U.S., and other developed countries. PMR's clients have included IBM, Microsoft, and International Paper.

PMR is pleased to advise that it has engaged in several assignments with FRD Center (Romania) and looks forward to mutually-rewarding relationships with all GCN Members.

Attending Members:

Consulton (Poland)
FRD Center (Romania)
Global Strategy (USA)
Infoamericas (Latin America)
IsraelWise (Israel)
MMA (UK)
Nitra (Norway)
PMR Consulting (Poland)
PSI (Greece)

GCN MEMBER MEETING: November 2005

The first meeting of the European GCN Members took place in London, at Roehampton Golf Club, Nov 14, 2005, graciously hosted by Iain Rogers and Iain Miller of MMA. Intros were made during an enjoyable dinner the night before at The Whitehorse.

Each member gave a 10-15 min company briefing which was followed by a discussion on promoting greater

member participation and increasing client project and lead referrals. This was accomplished by gaining a better understanding of the areas of expertise of each company and by development of personal interaction between members.

As a result, several of the attending companies have since contracted projects with one another, and many more are now in the works!

Also discussed were ways

to make the GCN website more interactive, use of the listserve for project updates, and the importance of the meetings as a conduit for fostering greater interaction among members. All agreed the meeting was very productive.

Each company's presentation is available for download on the GCN members only area.

GCN MEMBER MEETING: Spring 2006

One of our primary goals is to increase the level of communication and information exchange between GCN members.

We believe this can be best accomplished through direct interaction between members, and thus we wish to organize a GCN member meeting for Spring 2006, to work towards this goal.

By fostering member-to-member interaction, we strive to create a close-knit network which aims to share the skills and

resources of all GCN Members.

At the meeting, each member in attendance will have the opportunity to present their company, expertise, and capabilities, and talk about the challenges or successes along the way, so that we may get to know one another on a more personal level.

The goals for the meeting include focusing on developing long-term cooperation between members, networking, sharing opportunities to benefit the clients of all mem-

bers, establishing the direction for the future of the GCN, and allowing all members to enjoy themselves in a professional, yet informal atmosphere.

We are sending an email in the coming days to solicit your comments and encourage you to suggest a meeting location, topics of discussion, topics of agenda, etc. Your input is invaluable in ensuring a valuable contribution to the GCN and your business.

China Healthcare Consulting

China Healthcare Consulting, Inc operates our business under two divisions: **China Healthcare Group** and **China Healthcare Consulting**.

China Healthcare Group is a premier marketer of pharmaceutical and medical device products in China. Our founders are seasoned industrial experts with many years of experience in marketing and distribution of medical products. We have formed numerous partnerships with U.S. and German pharmaceutical and medical device companies in order to market their proprietary products in China and Korea. China Healthcare Group is moving more into the marketing and distribution of medical & pharmaceutical products in China, USA and Korea. Right now, we are entering three major areas: advanced wound care, diabetes and oncology.

China Healthcare Group currently distributes specialty medical products for the treatment of diabetes and cancer. Additionally, we are interested in expanding our product lines for other diseases such as cardiovascular disease and dental care. China Healthcare Group represents top quality products from the industrial leaders in these focused markets. Our business partners include Medline, Inc., Acrymed, Inc. and Bedford Laboratory.

China Healthcare Consulting is a leading business service support company. We assist small and medium-sized foreign companies in entering the rapidly growing Chinese healthcare market. In collaboration with our global consulting partners, CHCC can also help our clients

reach other important regional markets such as the United States and South Korea. Our cross-Pacific operation and team industrial knowledge will bring very valuable and cost-effective assistance to our client conducting business in China and other global regions. China Healthcare Consulting has completed numerous business development projects for our clients in China and Korea.

Through its global sourcing competency, China Healthcare Consulting is able to provide our partners with the ability to market and distribute medical products in the United States.

We operate in the United States out of Los Angeles and the greater Boston area. In China, we operate in Beijing with affiliates in Shanghai, Guangzhou, and Xiamen.

Our management team has many years of experience in serving our clients with a diverse international presence. China Healthcare Consulting's domestic clients have included dozens of leading pharmaceutical companies with annual sales over 5-10million dollars. Our foreign clients come from around the world, including the United States, Singapore, India, and Israel.

We are committed to providing the extraordinary value services that can help our clients resolve the business challenges that are otherwise difficult to handle. Our group's extensive industrial knowledge and experience is the asset you can count on.

U.S. Main Office
 Bill Liang, Ph.D., M.B.A.
 1325 Bixby Drive
 City of Industry, CA
 91745
 Tel: (626) 333 2706
 Fax: (626) 855 2666
 bliang@chccgroup.com
 www.chccgroup.com

Beijing Office
 Fan Xiao
 113 North ShaoYao, Suite 2109
 Chao Yang District
 Beijing 100029
 P.R. China
 Tel: 86-10-84620263
 Fax: 86-10-84622082
 fxiao@chccgroup.com

Factor *Regional Development Center*

FOR PRIVATE CLIENTS

FRD Center offers tailor-made service packages for foreign companies interested in entering the Romanian market as exporters, producers, investors, or joint-ventures. At FRD Center, each client receives personalized business briefings, assistance, and support. Our management team addresses our clients personally, and we aim to offer the best possible individual service.

Benefits to FRD Center clients:

- An understanding of the local market
- A correct assessment of the local market opportunities
- Identification of the most relevant potential local partners/buyers
- An informed assessment decision basis

Customized to assess our clients' specific needs, FRD Center services include:

- **Market overview and sectorial studies:** In case our client has little knowledge of the Romanian market, we research and develop a **market overview** so that our clients make an informed decision about how to proceed. More comprehensive and detailed research is carried out by our specialist consultants in order to develop **sectorial studies**. These studies also provide overviews and brief profiles of **main local players**.
- **A list of potential partners:** In case our clients are already aware of the specifics of the market in Romania and require a **list of potential partners**. FRD Center can provide quality, up-to-date, and structured information. In case our clients need a **selected list of partners**, they give us the criteria and we make the pre-selection.
- **Business Itinerary:** In case our clients need to visit potential Romanian partners, we can organize their **business itinerary and assist them with the meetings**, on-site visits, etc.

Contact:
Mrs. Jackie BOJOR
Director of Business
Development
Str. Dr. Mihail Petrini 8, Sector 5
050581 Bucharest, Romania
Tel: (+4021) 411 1460
Fax: (+4021) 411 1461
Jackie@frdcenter.ro



- **Follow up:** In case our clients need **follow up** after they leave Romania, we can act on their behalf here.

Additional FRD Center services are available for startups, local representation of foreign companies, market studies and analyses, office lease, secretarial and logistic services, advertising and marketing, and consulting on real-estate and human resources.

FOR COMMERCIAL SECTIONS OF EMBASSIES AND SIMILAR ORGANIZATIONS

For international trade-related organizations, such as Commercial sections of Embassies in Romania, FRD Center **designs, develops, and fully manages and implements specific projects such as:**

- Trade Missions
- Business-match-making activities
- Presentation seminars
- Business itineraries
- Sectorial studies
- Trade opportunities assessment studies
- Macroeconomic briefings in support of activities related to trade missions and business itineraries.

To date, FRD Center has been accredited as a services provider with a series of Commercial Sections of Embassies in and for Bucharest. Some of them are: UK, Canada, US, Czech Republic, Poland, Portugal, Lithuania, Norway, Greece, Netherlands, Denmark, and Pakistan.

Since 2002, FRD Center is the preferred services provider and local trade advisor for Enterprise Ireland, the Commercial section of the Irish Embassy for Romania.

Global Strategy, Inc.

Global Strategy, Inc.

1400 E Lake Cook Rd,
Suite 150
Buffalo Grove, IL 60089
USA

Tel: (847) 440-8150

Fax: (847) 841-4347

www.globalstrategy.biz

KEY CONTACTS:

Dave Warar— President
dave@globalstrategy.biz

Mark Tomkins —VP
mark@globalstrategy.biz

Fred Levitan —Sr. Mgr.
fred@globalstrategy.biz

Global Strategy, the founding member of the Global Consulting Network, is a consulting firm specializing in International Business Development, creating value for clients through market analysis and partnering strategy formulation and implementation.

We provide a comprehensive range of business development solutions to address organizational strategic and operational issues. These services include new product & technology searches, licensing, M&A consulting, partner searches, market research, product and technology assessment, competitive intelligence, and international trade consulting.

By utilizing an innovative "technology and market synergy" approach to business development, we produce value-added results for our clients in the Advanced Material, Energy & Engineering, Industrial Product, Life Science & Healthcare, Nanotechnology, and Specialty Chemical fields. Global Strategy's clients range from small, rapidly-growing organizations to well-established multinational corporations.

GCN Member Companies

Africa & Middle East

IBIS - South Africa
IsraelWise - Israel

Americas

Global Strategy - USA
InfoAmericas - USA, Brazil, Mexico
LGA Consulting - Mexico
SurveyResource Group - USA

Asia / Pacific

Anza Consulting - Australia
China Healthcare Consulting - China
Eurotechnology Japan - Japan
Fusion Consulting - Hong Kong, SG
K.J. Enterprises - India
Nahak Overseas - India
SoHealthAsia - Hong Kong

Europe

Advisory Delta - Romania
BiDCON - Germany
BLC Group - Cyprus
BMAC - Russia
BZB - The Netherlands
Communicate! Management - Germany
Consulton - Poland
CSG Europe - Germany
Deco Marketing Consultancy - Hungary
EKT Group - Lithuania
Eric P. Gilles Conseil - France
FRD Center - Romania
Health Management Info - Sweden
Infoline - Spain
InterPharmaLink - Switzerland
Morrison Miller Associates - UK
Nitra AS - Norway
PMR Consulting - Poland
Proactive Strategic Intelligence - Greece
Ramtra - Greece
Team2Market - Italy, Belgium

