



# BUSINESS

SERVICE PORTFOLIO

# FRONTIERS



<https://bfa-de.com>

# Business Philosophy of Business Frontiers

- We cover a very broad spectrum of services, where we prepare businesses to enter the market and support their expansion abroad by providing external representation.
- We know the typical pitfalls and cost-eater elements of market entrance.
- Being well informed and up-to-dated is the key to success.
- We create business value for our clients by putting our extensive network of contacts at service.



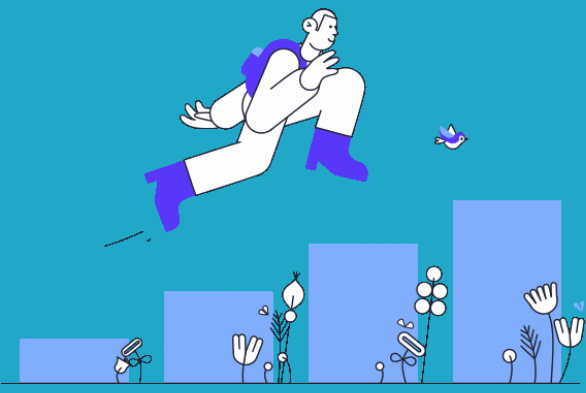


# We simplify entry into the German market by...

...continuously developing a service environment that provides our customers with confidence and stability in their German market expansion.

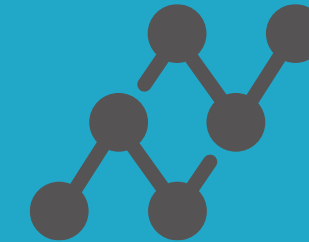


# WE CREATE BUSINESS VALUE



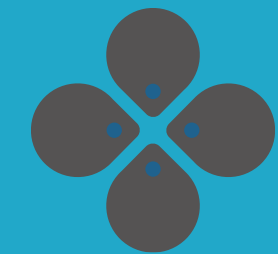
## Plan eligibility

Using proven methods, the tasks of entering the external market become transparent in time and cost, and the risk factor can be minimised.



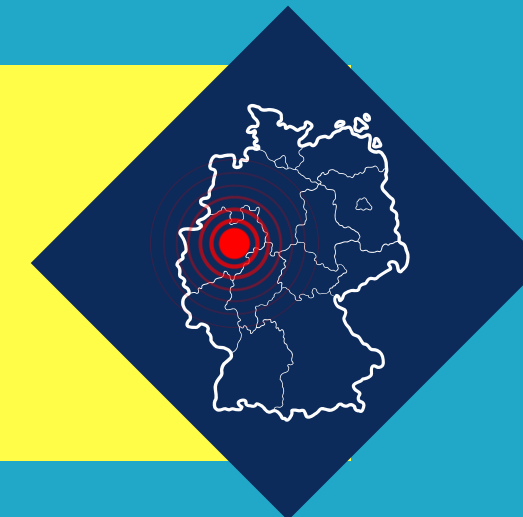
## Relationship capital

We build our clients' relationship capital based on a strong international service network

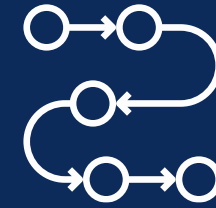
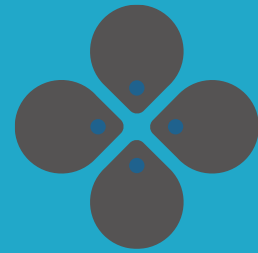
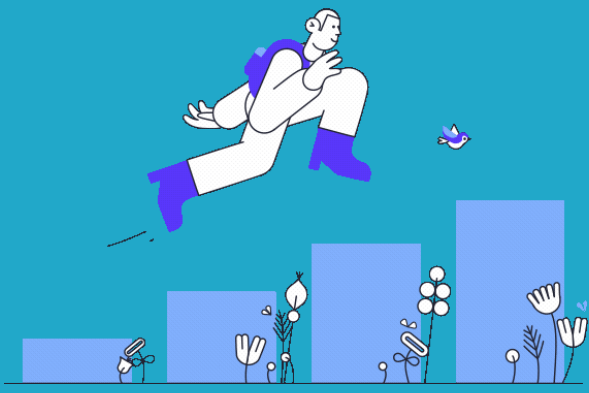


## WE ARE ON SITE

There are some things that can only be done locally, and travelling out of the country for all operational matters is expensive.



# WE CREATE BUSINESS VALUE



## End-2-End business support

Entering the external market depends on proper preparation, which we cover in full.



## Qualified professional staff

Professionals with international experience are available on both the Hungarian and German sides



## SPOC: Single-Point-of-Contact

Keeping many different and complex areas under one roof can be a time-consuming and stressful task, and by providing this service we relieve our clients of this burden.



# WHY MOST ATTEMPTS TO ENTER FOREIGN MARKETS FAIL?



Successful market entry is not measured in weeks



Lack of a well-prepared business plan



Exclusive remote control without local representation



Underestimating the time required for tasks



Organisational inflexibility - slow decision-making



# Market entry process

**1.**  
**Market entry  
readiness audit**

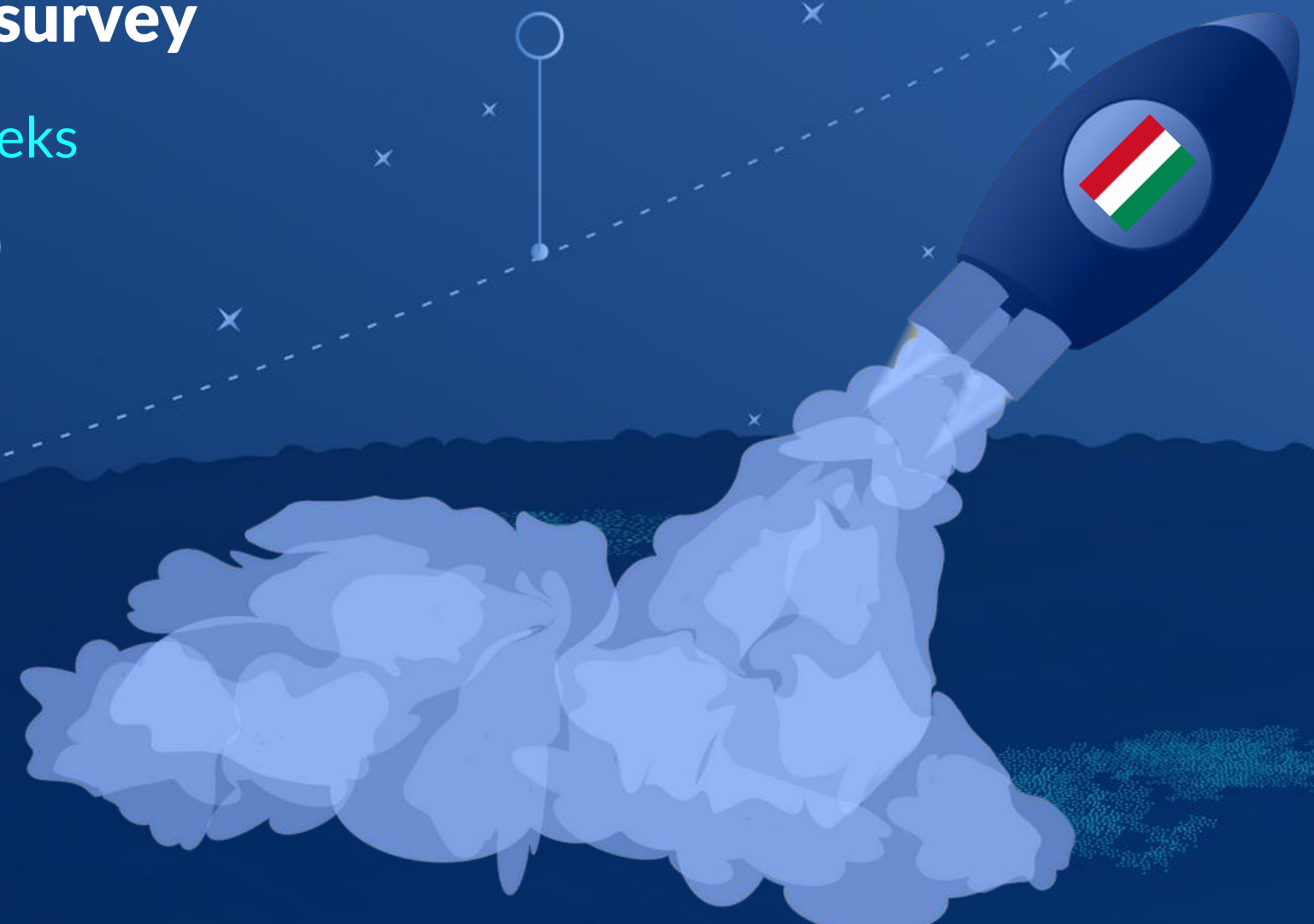
3 weeks

**2.**  
**Industry  
market survey**

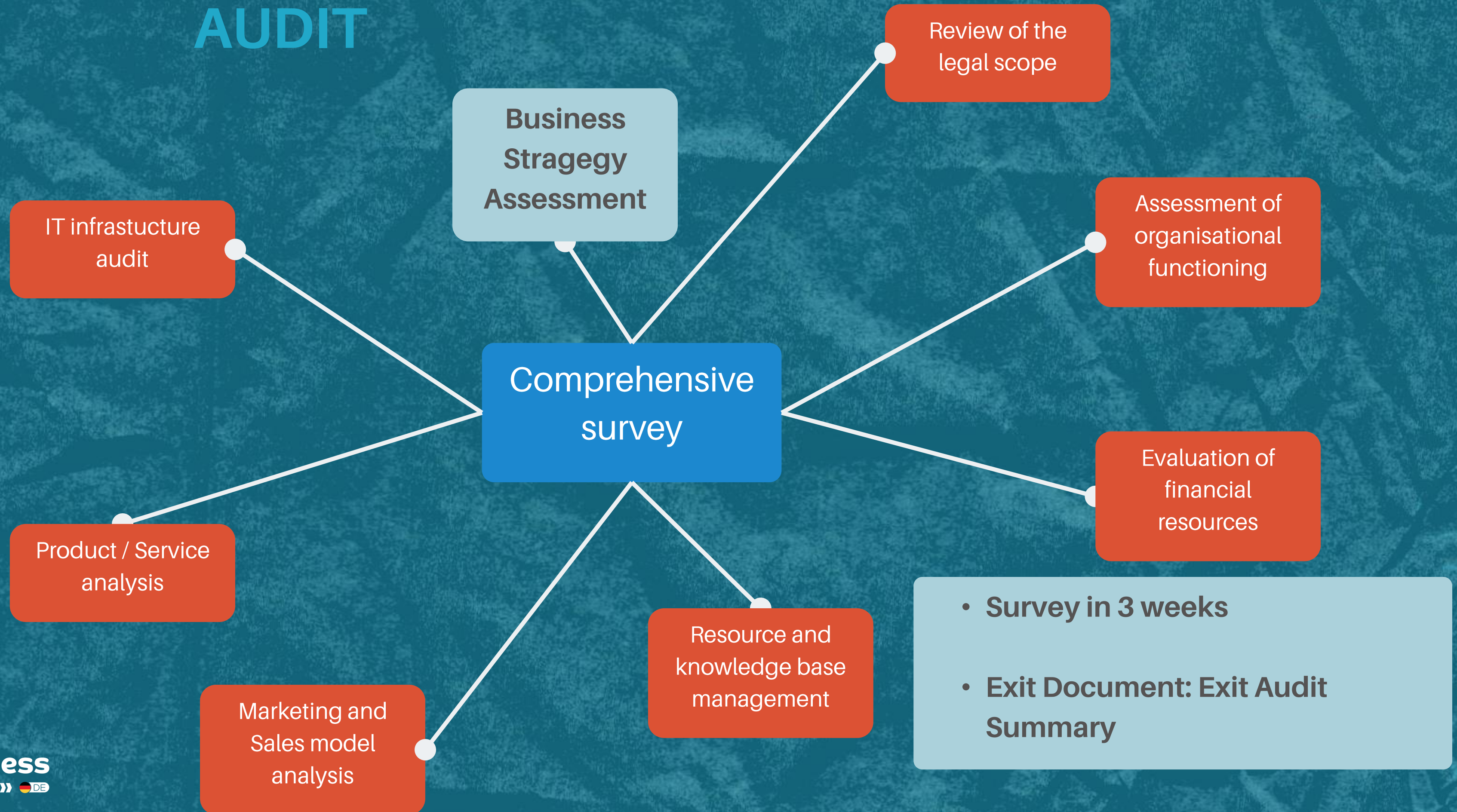
3 weeks

**3.**  
**Business  
onboarding**  
2 - 3 months

**4.**  
**Business  
development**  
at least 3 months



# 1. MARKET ENTRY READINESS AUDIT





# 2. INDUSTRY MARKET SURVEY

in 3 weeks

Exit documentum:  
market entry  
solutions - summary

Budget  
Planing

German  
market  
channels

Local  
competitors  
SWOT

Market  
positioning



# 3. BUSINESS ONBOARDING



## Founding contract of a company

Company formation certified by notary

## Registration

Registration at different organisations depending on the type of company



## Advisory

Tax, legal and industry advisory services

## Bank

Open a business account

## Daily Business starts

Start accounting, tax number arrives, ...

# 4. Business development



## Seeking partners

- Online exploration
- Personal contact
- Expanding contact capital
- LinkedIn campaign



## Representation

- Business representation
- Negotiating mandates
- Participation in business conferences



## General administration

- Office rental
- Warehouse rental
- Head Office Services
- Insurance



## Interim Management

- Building up BackOffice functions
- Goal setting, team organisation
- Communication
- Reporting



## Technological Support

- Business IT consultancy
- Business Process Planning
- Business IT\_infrastructure deployment
- System operation

# Tamas | HAURIK

Business Development Consultant



Phone  
+49 (175) 2670953

E-Mail  
tamas.haurik@bfa-de.com

Address  
Schloßstraße 5, 45355, Essen,  
Germany

 <https://bfa-de.com>

