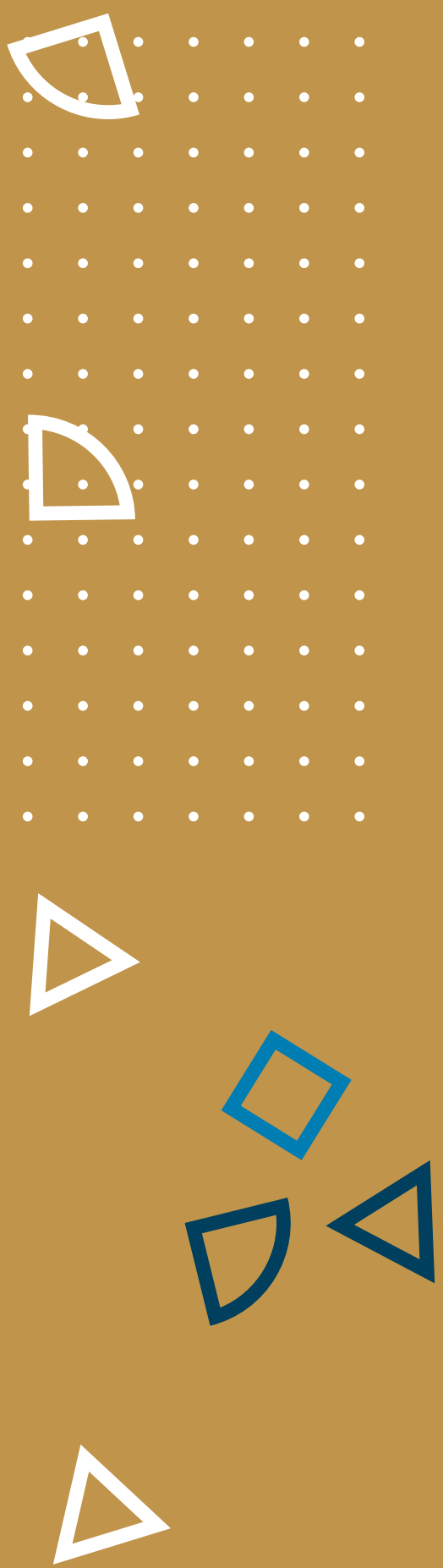
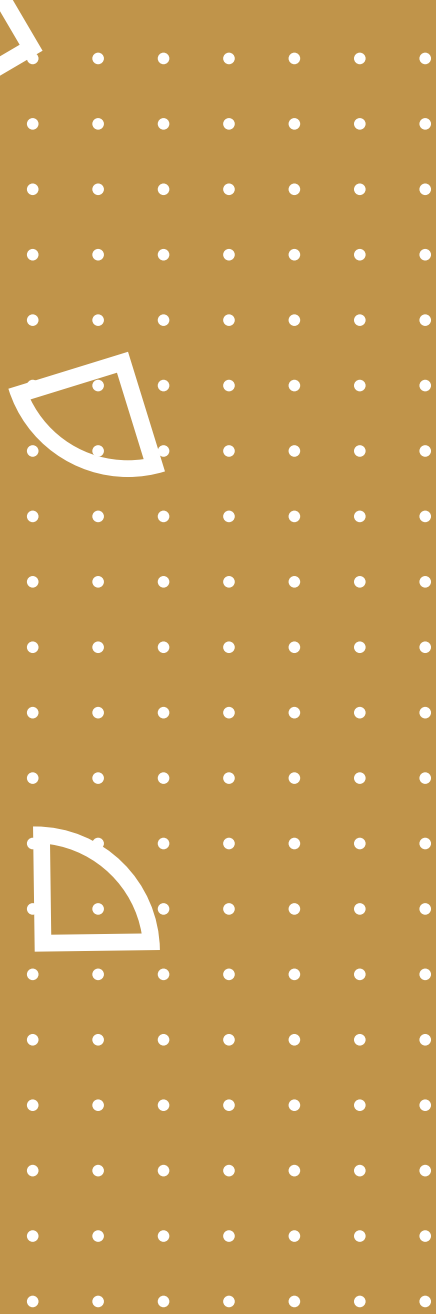




*escambium*<sup>®</sup>  
export made easy





“DO NOT LOOK BACK  
WITH EVERY STEP.  
ONLY HE WHO  
LOOKS FORWARD  
WILL FIND  
THE WAY.”

(Dag Hammarskjöld)



## THE IDEAL PARTNER FOR THOSE WHO WANT TO LOOK FORWARD.

ESCAMBIUM is a well established and dynamic company managed by business professionals with the capacity to coordinate activity across a network of offices in emerging economies around the world.

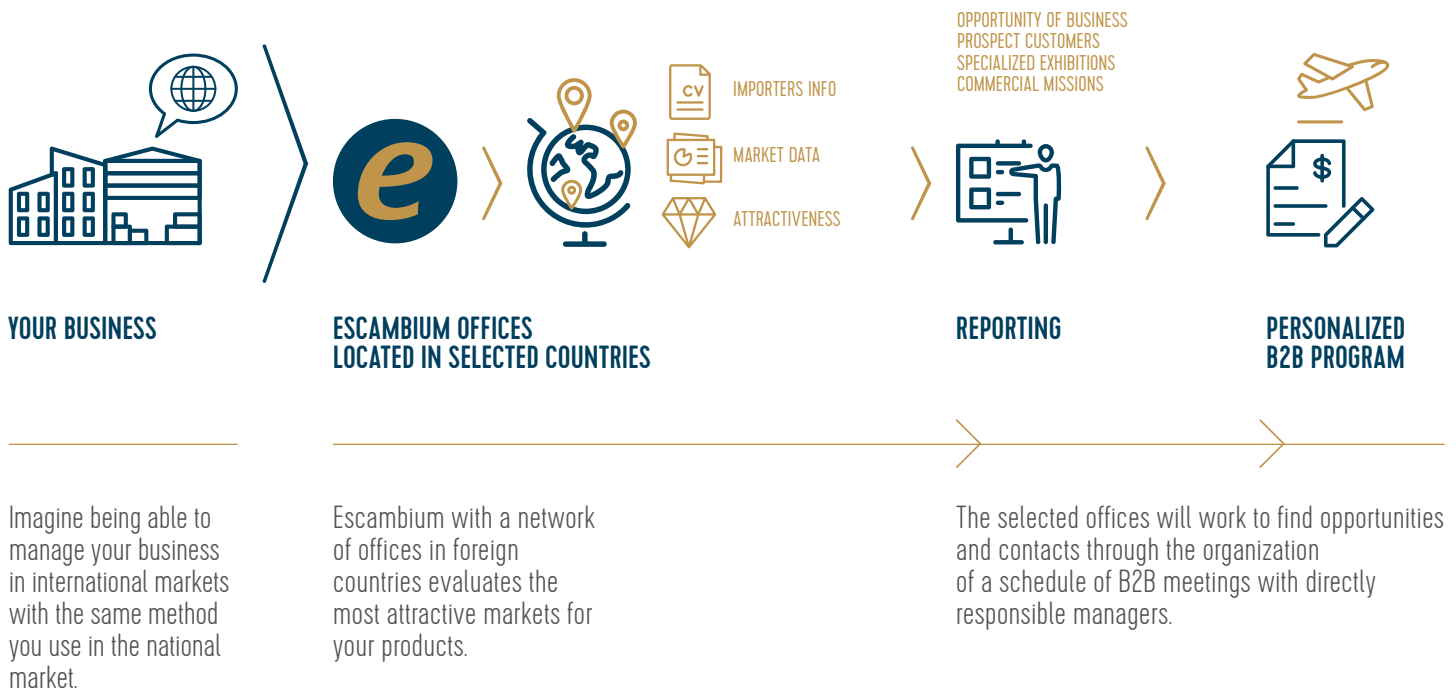
Thanks to our depth of experience, capacity for planning and managing projects in different contexts, we are a reference point for all companies who look to expand their business horizons, by providing personalized services ranging from market research and identification of distributors to the assistance in practical operations. We offer a full package of services from just one partner. We are able to satisfy all the requests to make business life easier, allowing you to enter in the unexplored and complex international markets with the same positivity and energy you apply to the challenges of your national market.

ESCAMBIUM is the proven method to globalize your business. The application of scientific methods with complete determination will result in you achieving your desired goal.

# INTERNATIONAL BUSINESS ONE STEP AWAY

CREATE YOUR COMMERCIAL PROFILE > GET PROPOSALS BASED ON YOUR PREFERENCES AND THE BEST INTERNATIONAL OPPORTUNITIES.

The point of strength of Escambium.com is a structure of offices located in nations with high development rate and sustainable market economies; a network of companies, distributors, and importers is connected to this structure.



## BECAUSE YOUR TIME IS WORTH: SCREENING, SCOUTING, COACHING



### SCREENING

The profile of your business will be analyzed in the offices of Escambium, in its countries of coverage for a projection of the best opportunities.



### SCOUTING

You will receive a report immediately about commercial operators, markets, importers, distributors, and opportunities.



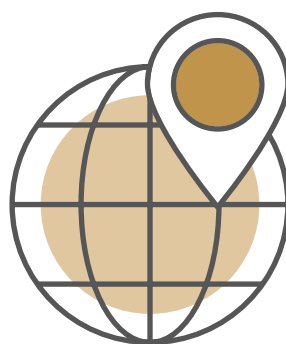
### COACHING

Chosen a commercial mission, a local officer will organize and support the presentation and meeting activities, provided with information about the ways and operative practices to surpass barriers to entry.

# HOW DO WE WORK? LET'S MAKE A CONCRETE EXAMPLE.

THE MISSION ON THE MARKET AND THE COMMERCIAL ACTIVITY.

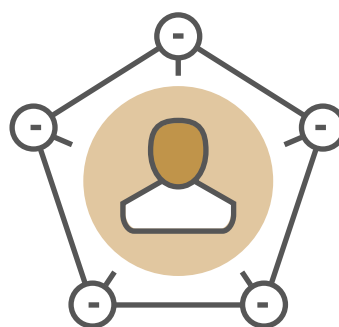
The intervention implies two different actions:



1

**B2B mission with specific sector importers in the destination country.**

Objective: Giving acceleration to business starting with a commercial mission in the selected country and a commercial follow-up where the Escambium team will locate and select prospect customers according to characteristics of your company, to organize following B2B meetings.



2

**Commercial activities developed by Escambium professionals.**

B2B mission, through a shared, dedicated country manager, a local officer in the foreign country who will carry out a commercial continuation of what has been achieved in the first phase, looking for new customers, establishing and arranging commercial relations.



2150,99

1900,59

A blue-toned image of a city skyline at night, featuring several skyscrapers and a hand holding a globe. The scene is reflected in water below. The text "8 GOOD REASONS TO CHOOSE ESCAMBIUM" is overlaid in the upper right. A decorative grid of white dots is in the upper left.

# 8 GOOD REASONS TO CHOOSE ESCAMBIUM



## **MORE THAN 10 YEARS OF EXPERIENCES IN THE INTERNATIONALIZATION AND CREATION OF NETWORKS**

---

Escambium was born from the experience of a team, who for many years and in a lot of different markets has been working to support official structures like the Italian and International Chambers of Commerce, the Institutes of External Trade and the Embassies, to develop concrete and very profitable business for enterprises. Reputation proven by several awards and objectives achieved, pride of contributing to enterprises development and loyalty are its values and its winning card.

## **A RESOURCE, NOT AN ADDITIONAL COST**

---

Provides companies with its wealth of knowledge, professionals, and instruments to rationalize resources for an internationalization which rapidly brings to the business concrete commercial opportunities.

## **ALWAYS AT YOUR SIDE**

---

Escambium syntonizes with your needs, shares your objectives, holds you with its 'know how' about internationalization, to help you obtain a successful approach in new markets in a short time.

## **WITHIN REACH OF ALL COMPANIES**

---

Offers equal opportunities to both small and big companies. Thanks to the experience, professionalism and a network, which allow the activation of productive, organizational and commercial strategies, developed to optimize times, resources and the best use of information technologies.

## **UPGRADE OF BUSINESS IN EMERGENT COUNTRIES**

---

Provides with concrete and fast solutions to the urgency of companies of increasing the global profit through the expansion of business in emergent areas where competition is more sustainable.

## **INTELLIGENT PLANNING OF ACTIVITIES IN THE FUTURE**

---

Proposes itself as a perfect partner for companies which look for a reliable structure to make correct moves with the aim of improving the activities for commercial expansion in foreign markets.

## **AN ACCESS DOOR TO UNEXPLORED MARKETS**

---

Accelerates the access to most interesting unexplored markets through the creation of a network of people with pluriannual experience in foreign trade, allowing companies to focus only in their business activities.

## **TECHNOLOGICAL SUPPORT TO DIRECT BUSINESS**

---

Works to support companies direct business, with modern media, simplified procedures and last generation technological platforms.

# ESCAMBIUM IS THE WINNING CARD FOR GETTING BACK INTO THE GAME

## EMERGING MARKETS AND ECONOMY IN DEVELOPMENT



### SELECTS MARKETS, PURCHASERS, AND EXHIBITION EVENTS

Organizing a rich schedule of meetings with potential customers, taking into account the objective of your company.



### PROVIDES WITH A NETWORK OF SELECTED PROFESSIONALS IN THE COUNTRY OF INTEREST

Offering a premium support to find customers in new and unexplored markets.



### HELPS TO PICK OPPORTUNITIES EFFECTIVELY

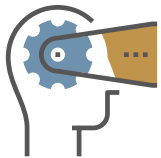
Making the process of internationalization of your business standard and clear. Paying maximum attention to cost-saving and measurability and training you to face new emerging markets.



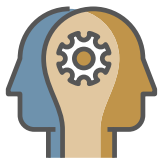
### PROVIDES A 'COUNTRY MANAGER' FOR RENT

Offering a portfolio of services equivalent to a foreign markets development office, but with a more competitive cost.

## TAILORED SERVICES: **SIMPLE, STANDARDIZED, MEASURABLE**



Preliminary analysis of most interesting markets for your business development



B2B meetings with potential foreign customers



Participation in specific missions in international markets



Active presence in exhibitions



Rent of commercial officers in the country of interest

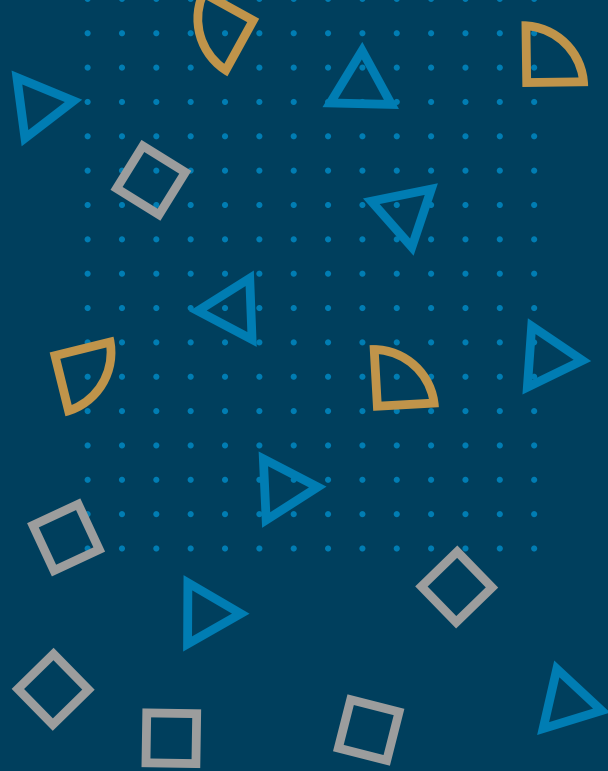


Assistance in the field of administrative fulfillment, customs, and transportation



Operative support, personal coaching to develop new local activities and for the establishment of enterprises





**escambium**<sup>®</sup>  
export made easy

Padua

Paris

Havana

Cancún

Medellin

Panama City

Lima

Managua

Kiev

**escambium.com**

Escambium s.r.l. • Italy • Via Volparo, 56 • 35020 Polverara (Padova)  
P. IVA: 05058710285 • T: +39 02 45076640 • +39 049 8595040 • info@escambium.com