



**HLG**  **OUTSOURCING**  
Outsourcing solutions: Engineering & Export

Specialist  
in  
Engineering & Internationalisation

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## INTRODUCTION

HLG outsourcing is a company with 15 years' experience in the business of internationalisation for the small and medium sized businesses.

HLG outsourcings studies if your project is viable.

HLG Outsourcing advises our firm in this international development. We will develop your brand, your international position and increase the turnover.

HLG Outsourcing is based in Spain and France. We work with a network of partners mainly based in Europe and Africa.

# THE INTERNATIONALISATION

## Outsourcing exportation services

HLG outsourcing is specialised in:

- ✓ Commercialisation, marketing products and services
- ✓ Identification and development of new opportunities
- ✓ Opening of new market
- ✓ Looking for sales agents and / or distributors

HLG outsourcing advises you in your internationalization (logistics, international payments, warranty ...)

We are looking for the best distribution channel for your products and /or services.

We are speaking: FRENCH, SPANISH and ENGLISH

# SALES REPRESENTATIVE AND/OR OUTSOURCING SERVICES

## A).SALES REPRESENTATIVE

HLG outsourcing is your sales representative for your business.

We can offer 2 solutions:

### 1) HLG Outsourcing is your sales department:

- ✓ To promote your products or services
- ✓ To get in touch and visit prospects
- ✓ To get Prescriptions
- ✓ To find International tenders
- ✓ To negotiate on your behalf
- ✓ To help you in orders management.
- ✓ To develop International payment

### 2) HLG outsourcing increases your portfolio of prospects

- ✓ To look for and develop the portfolio of new clients and prospects
- ✓ to get new prescriptions

## B).OUTSOURCING SERVICES

HLG Outsourcing can propose practical outsourcing services:

- ✓ Proposal for International tender
- ✓ Project management
- ✓ Specific negotiation
- ✓ Sales agreement
- ✓ looking for investors,

# GEOGRAPHICS AREAS AND SECTORS

## A).GEOGRAPHICS AREAS

HLG Outsourcing trades with European's and African's countries since lots of time:

- ✓ Spain
- ✓ Portugal
- ✓ France
- ✓ Morocco
- ✓ Algeria

## B).SECTORS

HLG outsourcing has a large knowledge in these follows sectors:

### 1) ENERGY EFFICIENCY

- ✓ Road & Urban lighting
- ✓ Sport & areas floodlighting
- ✓ Sun energy
- ✓ Thermal energy
- ✓ Smart cities
- ✓ Internet of Things

### 2) WATER TREATMENTS

- ✓ Wastewater treatment
- ✓ Water process in industry

### 3) AIR TREATMENT

- ✓ Disinfection of industry areas

### 4) REAL ESTATE

### 5) OIL TRADING

# DEVELOP AND EXPORT STRATEGY

## 1) ASSESS YOUR POSITION

- ✓ Be clear about your reasons for exporting
- ✓ Ask yourself how ready you are as an organisation to start exporting
- ✓ Identify the particular risks you need to address
- ✓ Decide how aggressively you want to pursue opportunities

## 2) DRAW UP AN ACTION PLAN

- ✓ Decide where you should focus your efforts
- ✓ Establish your objectives and budgets
- ✓ Plan how you will manage your exports
- ✓ Consider getting help.

## 3) RESEARCH POTENTIAL MARKETS

- ✓ Find out what you can about export markets from home
- ✓ Explore foreign markets in person

## 4) THE LEGAL TAX POSITION

- ✓ Find out about the key legal issues in your potential export market
- ✓ Prepare a comprehensive sales contract
- ✓ Make sure you understand the tax rules

## 5) REACHING THE MARKET

- ✓ Take account of local rules and cultural preferences
- ✓ Select a channel for selling into the market
- ✓ Be clear about how you will deliver your goods
- ✓ Aim to offer a service that equals or surpasses local expectations

## 6) FINANCE

- ✓ Guard yourself against non-payment
- ✓ Negotiate a method of payment to reflect the risks that you are running
- ✓ Take care about how funds are transferred
- ✓ Before dispatching any goods, think about insuring yourself against common risks

## EXPORT BENEFITS

- ✓ INCREASE TURNOVER & PROFITS
- ✓ INCREASE THESE POTENTIAL CUSTOMERS
- ✓ RISK DIVERSIFICATION
- ✓ NEWS MARKETS, NEWS OPPORTUNITIES, NEWS CHALLENGES
- ✓ THE BRAND HAS AN INTERNATIONALSTATUS

## MODIFICATION FOR YOUR BUSINESS

- ✓ MODIFICATION IN THE PACKAGING
- ✓ LOGISTIC
- ✓ ADJUSTAMENT THE NEW DISTRIBUTION'S CHANNELS
- ✓ NEW CERTIFICATION
- ✓ MORE TIME FOR STUDY AND KNOW THE BEST TARGET MARKETS
- ✓ DESIGN NEWS GOODS FOR THESE MARKETS
- ✓ FUNDING

# 6 REASONS FOR OUTSOURCING THE EXPORT

## I. PROFESSIONALISM

- ✓ The same assets that large companies

## II. FLEXIBILITY

- ✓ According to the requirements and the target of the company

## III. SECURITY

- ✓ Risk coverage it's more financial security

## IV. TRANSPARENCY

- ✓ Communication with prospects on your behalf

## V. SAVING

- ✓ Lower fixed price
- ✓ Variable / goal achievement
- ✓ Public financial assistance

## VI. REACTIVITY

- ✓ International Task force operational,

WE OFFER YOU THE BEST SOLUTION ACCORDING TO YOUR REQUIREMENTS.

**CALL US!**



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