

Business Matchmaking Services

Business Intelligence

About Dezan Shira & Associates

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm with over 30 years on-the-ground experience, 35 offices, and 600 professionals providing legal, tax, and operational advisory to international businesses and investors.

Operational throughout ASEAN, China, and India, we guide foreign companies through Asia's diverse market entry, business enablement and regulatory environments, and assist them with all aspects of establishing, maintaining, and growing their business operations in the region. *We are your partner for growth in Asia.*

Our Business Intelligence Practice

Our Business Intelligence practice provides investors the tools needed to identify valid business options and capitalize on opportunities across Asia. This includes Business Matchmaking, Location Analysis, Site Selection, Entry Strategy, and Supply Chain Engineering.

Business Matchmaking Services

Global companies today face complexities and volatilities that can drive the need for rapid changes to how and in which Asian markets they must operate in, to maximize their competitive advantages. Such changes can require identifying and building new partnerships in a foreign market, amidst limited knowledge of target environments, cultures and languages.

Our Business Matchmaking services help international companies find and engage reputable local partners that suitably match their plans, including target suppliers, distributors, retailers, and other partner types, across many key sectors.

We customize the approach of each project to meet the unique needs of the client project. Finding good potential fits begins with unique, agreed match goals and parameters, such as target company size, location, capacity of manufacturing or import/export, and product portfolio, plus other detailed factors. Next, our teams' research expertise, networks and facilitation capabilities are applied to the project, gathering feedback and delivering progress through each stage until the target outcome is met: The right partner identified, and with parties in agreement regarding business goals, capacity, and mutually aligned benefits.

CONTACT



Pritesh Samuel

Head of Business Intelligence
Business Intelligence

T: +84 849994053
E: pritesh.samuel@dezshira.com

ASIA



Koushan Das

Manager
Business Intelligence

T: +91 11 4003 8905 ext. 905
E: koushan.das@dezshira.com

INDIA



David Stepat

Country Director

T: +65 6789 3256
E: david.stepat@dezshira.com

SINGAPORE



Do Thanh Huyen

Manager
Business Intelligence

T: +84 28 3930 2818
E: do.huyen@dezshira.com

VIETNAM



Tsamaratul Qolbi

Senior Associate
Business Intelligence

T: +62 21 2358 4453
E: tsamaratul.qolbi@dezshira.com

INDONESIA



Marco Förster

Head of ASEAN Advisory
International Business Advisory

T: +84 28 3930 2828 ext.103
E: marco.foerster@dezshira.com

ASEAN

Email: business.intelligence@dezshira.com

Web: www.dezshira.com

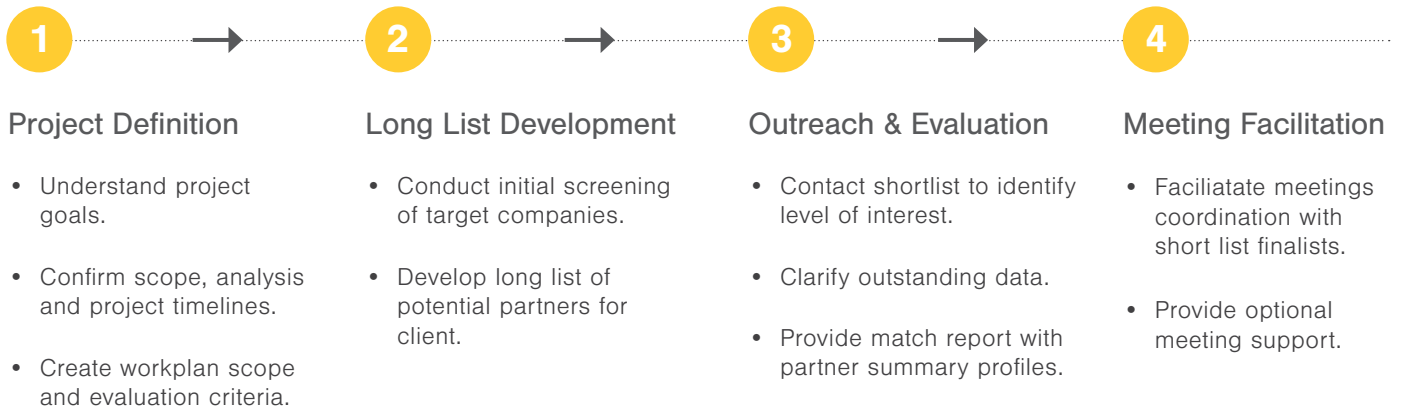


DEZAN SHIRA & ASSOCIATES

Your Partner for Growth in Asia



Matchmaking Approach













Our Matchmaking Advantages

Serving 3,000 clients across Asia gives us depth of experience across sectors, robust networks, and the resources needed to fast-track your partner search.

Three decades of on-the-ground expertise in helping companies address international partnership challenges across markets, languages, and cultures.

Our unique multi-disciplinary expertise enables us to go beyond basic business intelligence and partnering needs, providing a full range of PEO, legal, tax, and operational corporate support services.

Sector Specializations

- | | |
|--|---|
|  Electronics |  Digital Technology |
|  Machinery |  Manufacturing |
|  Textiles |  Education |
|  Automotive |  Healthcare |
|  ICT |  Food and Beverage |

What Our Clients Say

“ Our company had already been operating in Asia for years. However, Dezan Shira’s Business Intelligence team provided us with a country benchmarking study, that led us to make key decisions with our supply chain that has since increased our company’s competitiveness.

“ Dezan Shira has played a crucial role in helping our China expansion, through careful planning, in-person meetings, and qualitative strategic advice. We were delighted to close the circle with Dezan Shira’s help.

“ We’ve been a client of Dezan Shira’s for 25 years, from setting up companies, to back-office services. Many “big 8” firms think they specialize in Asia, Dezan Shira is the only firm that I know of with the breadth, depth, and expertise across the region.



Micheal Unger,
Export Director Asia



Andreas Kam,
Director of Sales Asia Pacific



Stephen M. Morris,
COO, Asia Operations

- > Accounting
- > Audit and Risk Advisory
- > Tax Advisory

- > Business Intelligence
- > Corporate Establishment
- > Outbound Direct Investment

- > HR and Payroll
- > Recruitment and PEO
- > Technology

- > Due Diligence
- > Mergers and Acquisitions
- > Intellectual Property

Email: business.intelligence@dezshira.com

Web: www.dezshira.com



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