



**ARE YOU INTERESTED IN  
EXPANDING YOUR BUSINESS  
TO LATIN AMERICA  
AND IN SEARCH OF  
RELIABLE CONNECTIONS?**

**about us**

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**WE ARE A  
MULTIDISCIPLINARY  
TEAM WITH DIVERSE  
BACKGROUNDS AND  
COMPLEMENTARY SKILLS.**

We offer foreign companies customized support to develop business in Latin America. Each member of our team has lived in Latin America, some for more than 15 years. We know the challenges of entering the Latin markets and we are ready to share all that knowledge with you.

# services

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## **Partner selection & Networking**

Access Latin America facilitates international business by connecting clients with strategic players. Know-Who is of equal importance as Know-How, so a strong local network is essential on the way to success. Together we bridge the gap between the reality of local business practices and your expectations. We help you select the network needed to get your business started. Whether it is a potential business partner, a specialized service provider, the selection of personnel, or any other contact you need; we will find the right match.

## **Project Management**

The scope of projects we have managed over the past is extremely wide. From organizing business trips for groups and individuals on exotic locations, to visiting companies with a specific know-how. And from projects like monitoring the development of a software that complies with local requirements, to finding high quality products for export. Our key feature is that we work very closely with our clients and really understand their needs and objectives. Together with our strong local network, we cover projects in almost all sectors.

## **Due Diligence & Market Scan**

We assist companies and entrepreneurs from the first market study until the registration of the local entity and beyond. An extensive market report often is not a requirement to evaluate market potential. Together we define a few practical questions that will define whether it's worth the effort and resources to enter the local market. And as part of an investment or purchase process we offer to monitor a detailed review of a business, in order to establish its assets and liabilities and evaluate its commercial potential.

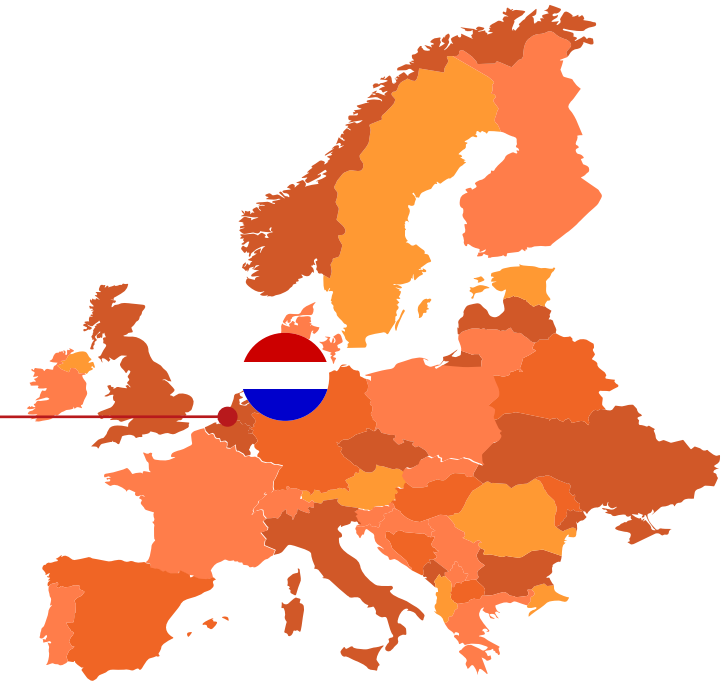
## **Starting up a business & Representation**

Starting a business in a new country is quite a challenge. Companies in Latin America are often organized very differently, focusing more on personal relations and with a different concept of time and processes. Spanish and Portuguese are by far the predominant languages. Are you ready to do local business but not so eager to add a local team member to your payroll and spend money on a local office? We can be your eyes and ears on the Latin American market and function as your local representative operating as part of your business. Being good team players is part of our philosophy.

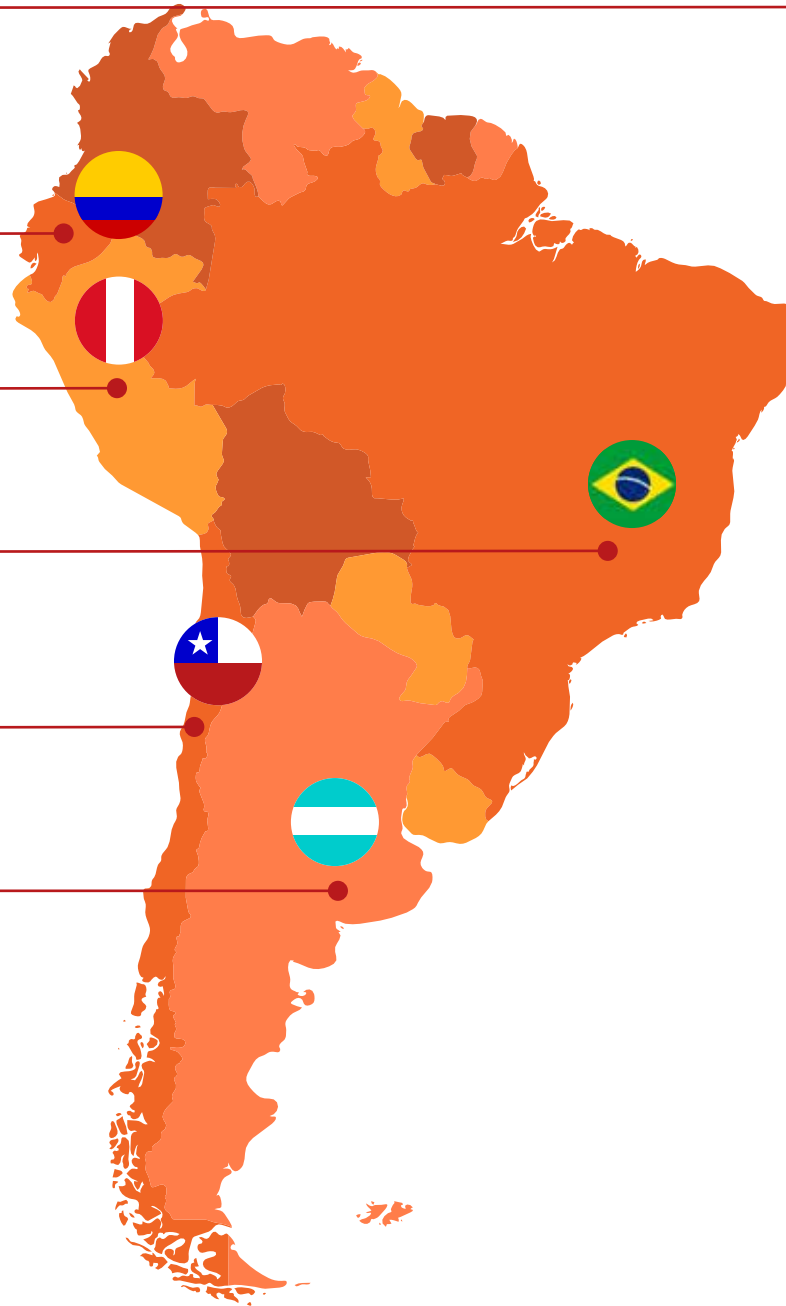
# our team

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Michel Peperkamp  
**The Netherlands**



Peke van Beek  
**Ecuador**



Jörg Puschel  
**Peru**

Sander Steverink  
**Brazil**

Maarten Kraaijenhagen  
**Chile**

Pauline Swart  
**Argentina**

## our expertise

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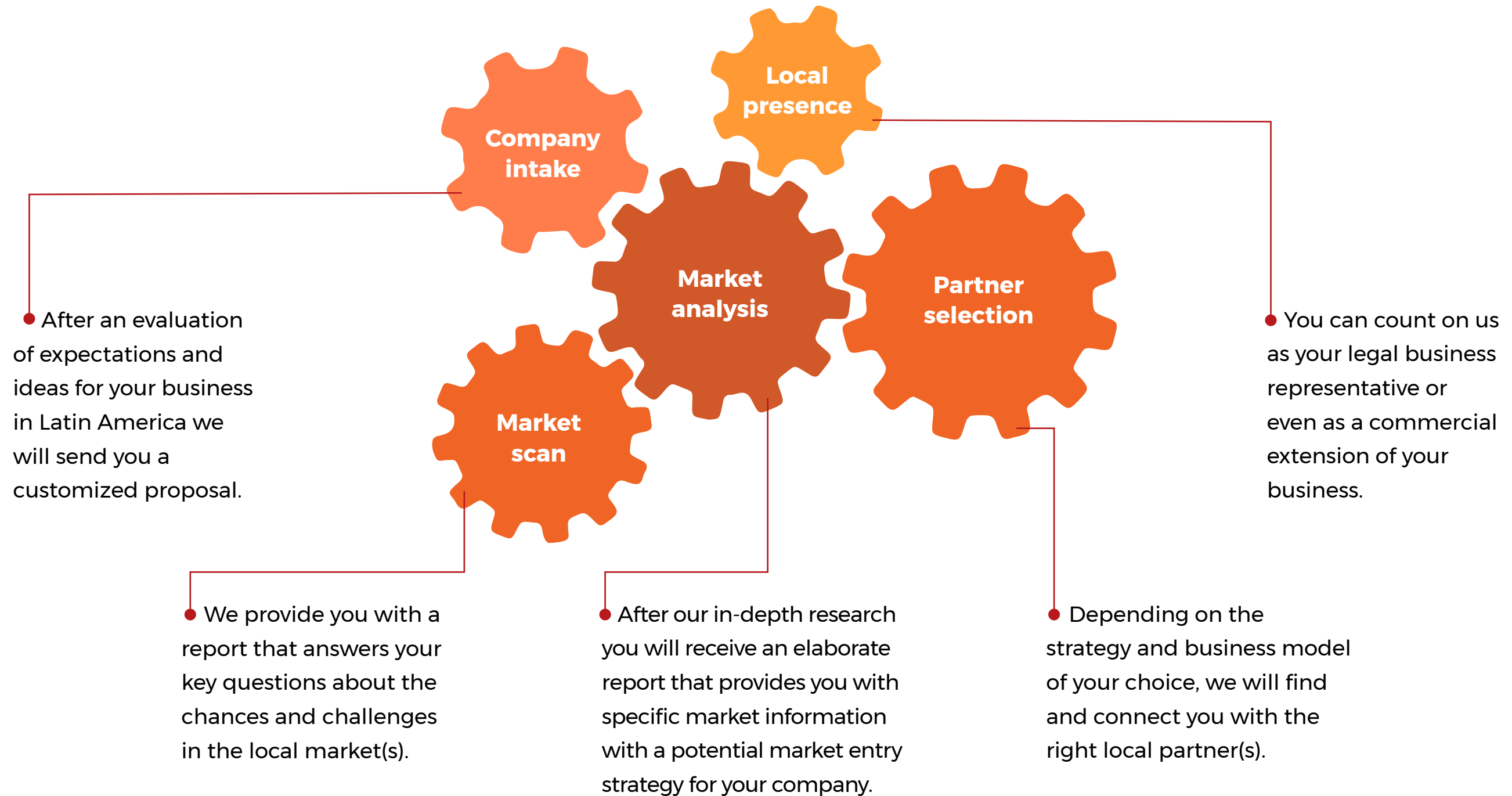
- ▶ Business missions & trips
- ▶ Trade fairs and exhibitions
- ▶ Market studies
- ▶ Company registration
- ▶ Legal Representation
- ▶ Local subsidiary admin
- ▶ Investment services

Since 2006 we have assisted over 300 foreign companies establishing successful business ventures in Latin America. We can truly say we have a deep understanding of local business culture and conducts. Over the years, we have learned how challenging it can be to start and maintain a successful business. We are ready to share all that knowledge with you!

Our trademark is personal attention and we take pride in our efficiency and creativity when serving our clients. Each client's individual needs are profiled in detail to deliver results through our full commitment.

# steps to success

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## why work with us?

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- ▶ We are a 'one-stop-shop' from strategy to long term representation of on-going business
- ▶ You tell your story once and we take it across the region
- ▶ The easiest way to minimize cultural barriers
- ▶ Organizing your startup from Europe will result in higher costs and delays
- ▶ In Latin America, its all about knowing the right people

## contact us

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