



## Comprehensive Market Entry Support on Both Sides of the Pond

Norwin Voegeli

Andreas Rickenbacher

*Entering an overseas market can be difficult. Our strategic alliance will help small and medium sized industrial companies get in, get started and succeed. Utilizing our strength, expertise and proprietary networks in both the US and Europe, we have the connections and the know-how to support your market entry.*

**We specialize in customized, scalable market entry solutions for:**

- Mechanical, electrical, electronic and IT companies
- Clients based in the US and Europe (entry support for US>EU or EU>US)
- Startups, mid-sized multinationals and every business in between

**Our services include:**

- **Assistance:** Knowledgeable hands-on help with market-specific requirements and standards
- **Access:** Network of local experts in tax, legal, benefits, business community, warehousing, moving, property acquisition and other key concerns
- **Support:** Logistical and organizational help with virtual offices, fully functional sales, manufacturing, project management and service operations and more

GLOBAL INGRESS

ANDREAS RICKENBACHER  
STRATEGY MANAGEMENT RELATIONS

**Norwin Voegeli**

- Bachelors degrees in Mechanical Engineering and Business Administration
- Former executive in North American rail industry
- Today: US market entry support, representation and local project management for and with European technology companies
- Based in Florida, US since 2005

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**Andreas Rickenbacher**

- Masters degree in Business Administration
- Former Minister of Economic Affairs, Canton of Berne and Chairman of the Association of Cantonal Ministers of Economic Affairs in Switzerland
- Today: Entrepreneur, independent and non-executive member of several boards of directors
- Based in Switzerland

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For a smoother, simpler market entry, customized for your needs and budget, contact us today. **US: +1 904 878 0866 EU: +41 31 350 5140**