



PORTUSLAND BD&T



Improving Business Development & Trade Figures Abroad
specially when,
Technologies, Quality Assurance, Certifications, SLA,
GRC, Regulatory Affairs, Trade Polices,...
Internationally,... have to be fulfilled !!

OUR VISION >> The Improvement principals, have to be applied,... from the beginning :

Aus dem LAND __wo haben Samen ausgesät__
auf das Schiff anreisen :::

PORTUS !!

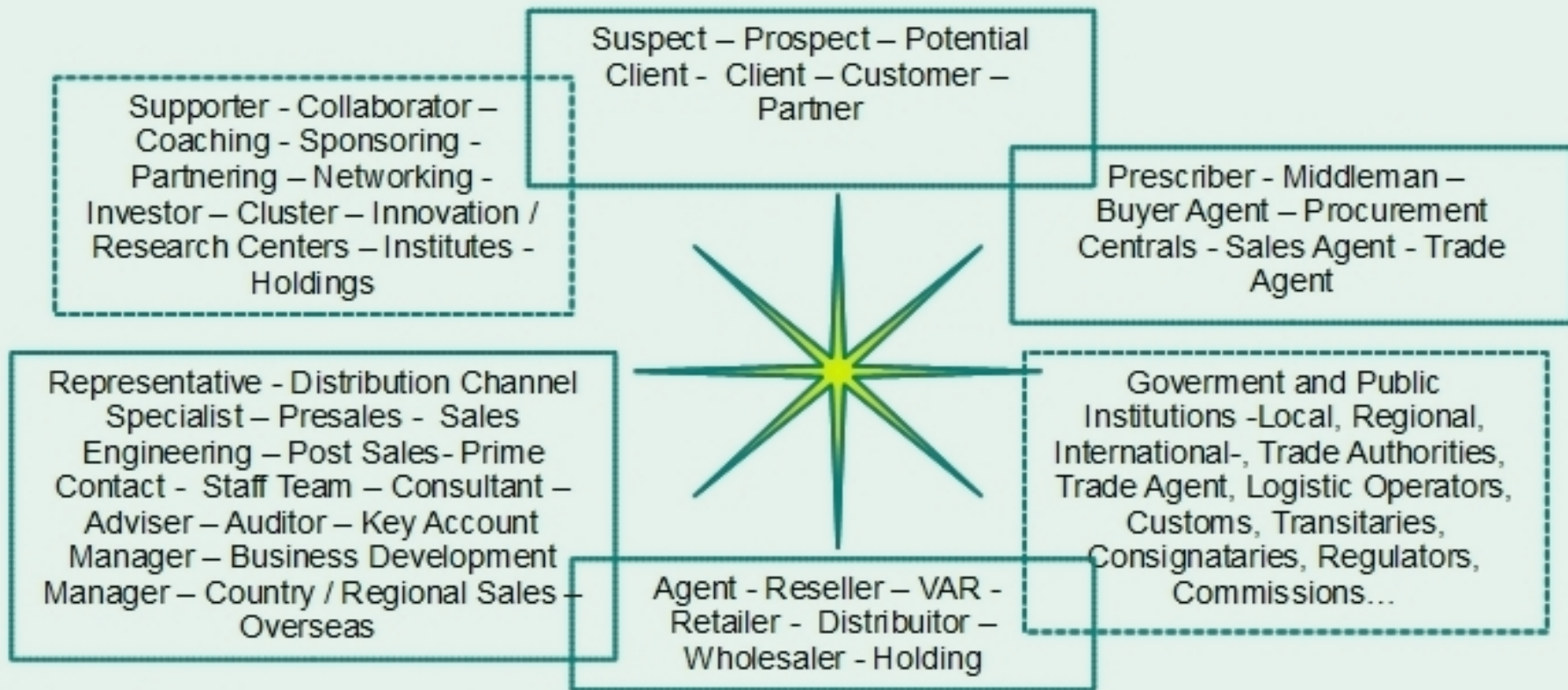
From the LAND __where have seeded seeds__
to the ship arriving to :::

PORTUS !!





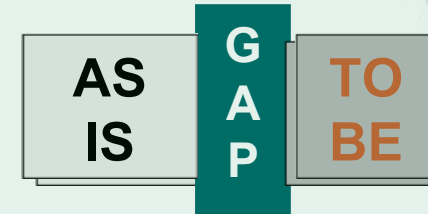
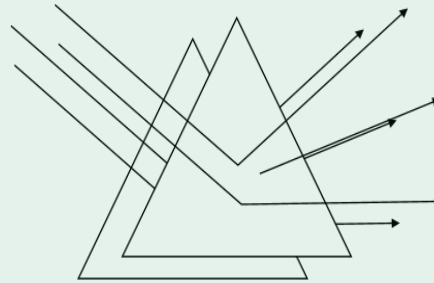
How to solve the complete STAR / Fishbone Analysis to the Starting-up, Expanding or Cost Reduction Projects Abroad?





Add Value in Key Business Processes

- A. Continuous **Business Processes Improvement**
- B. Continuous **Analytical Discovering**



Pain Points Analysis

Fishing Ideas

PATTERNS Definition

1. Fulfillment – Regulatory Affairs, Quality Assurance, Certifications, Trade Policies, GRC, SLA, ...

2. Supply and Distribution Channel - Cost Reduction Projects, Demand Planning, E-logistics, ...

3. Analytical Business Relationships – Prescribers, Clients, Buyers, Vendors, Agents, Resellers, Distributors, Partners, Investors, Join Ventures, ...

4. Business Development – Launching, Starting-up, Growing-up, Expanding, Positioning, Business Intelligence, Sales Processes, Agents Networks





Applying the convenient Method / Model, Tool,...

Method / Model / Tool	Description	Approach
Volere, Ishikawa	To describe cause-effect pain points and to solve cross communication problems.	Cross Communication, Re-engineering
Six Sigma, Prince2, SIPOC Analysis, ...	To analysis, to apply and to manage adjusts, corrections and evolution projects	Strategies – Tactics Alignment
SPANCO, SMDP, ...	How to do better Launching, Positioning, Sales Processes Management	Competences Analysis, Fishing Ideas, Positioning
Business Intelligence – BI, Customer Relationship Management CRM	Balance scorecards, KPI's Analysis, Patterns Discovering and Implementation	Analytical – Strategic - Negotiation
Supply Chain Management – SCM, Supplier Relationship Management - SRM-	How to improve Competences, Efficiency and Channel Negotiations	E-logistics, Planning, Agile, Lean





Our Team and International Network in the Markets - In the Field (Abroad LAND)

Our Team: Active members of communities and associations -International Trade Network (ITN), Market Research Global Alliance (**MRGA**), Sales Management Association (**SMA**), Governance, Risk and Compliance Management (**GRC**), Institute for Supply Management (**ISM**), Business Process Experts (**BPX**), QAGuild Network (**QA** Network),... among others.

We are specialists of some of the **most representative markets:**

- ▶ **USA - Canada** and **LATAM** (Mexico -NAFTA, EU-Mexico, Central America -CAFTA, SICA, South America / -UNASUR, EU-MERCOSUR, CAN-),...
- ▶ **Europe** (EU, DACH, UK, Benelux, Central and Southern Europe, Euro Mediterranean).
- ▶ **Asia / Pacific** (China, Hong Kong, Taiwan, India, Japan, Australia, New Zealand).

International well known Network and Contacts in the field (Abroad **LAND**) : Boston, Mexico City, Sao Paulo, London, Brussels, Zurich, Barcelona, Madrid, Hong Kong, Tokyo, Sydney,...





PORTUSLAND BD&T



To know **more about us** and **our services**:

http://portusland.com/Our_Mission.html

http://portusland.com/Our_Services.html

http://portusland.com/Where_we_are.html

http://portusland.com/Regions_Markets_Areas.html

Please contact us! Thank You.

Javier Saucedo O.
Business Development Manager
javier.saucedo@portusland.com

Portusland Business Development and Trade UG
Ruhrallee 9, Ellipson Building
D-44139 Dortmund
NRW, Germany
T. +49 (0) 231 95253-34
F. +49 (0) 231 93490-00

Thank you to our local supporters:

IVAM
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Portusland Business Development and Trade UG
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