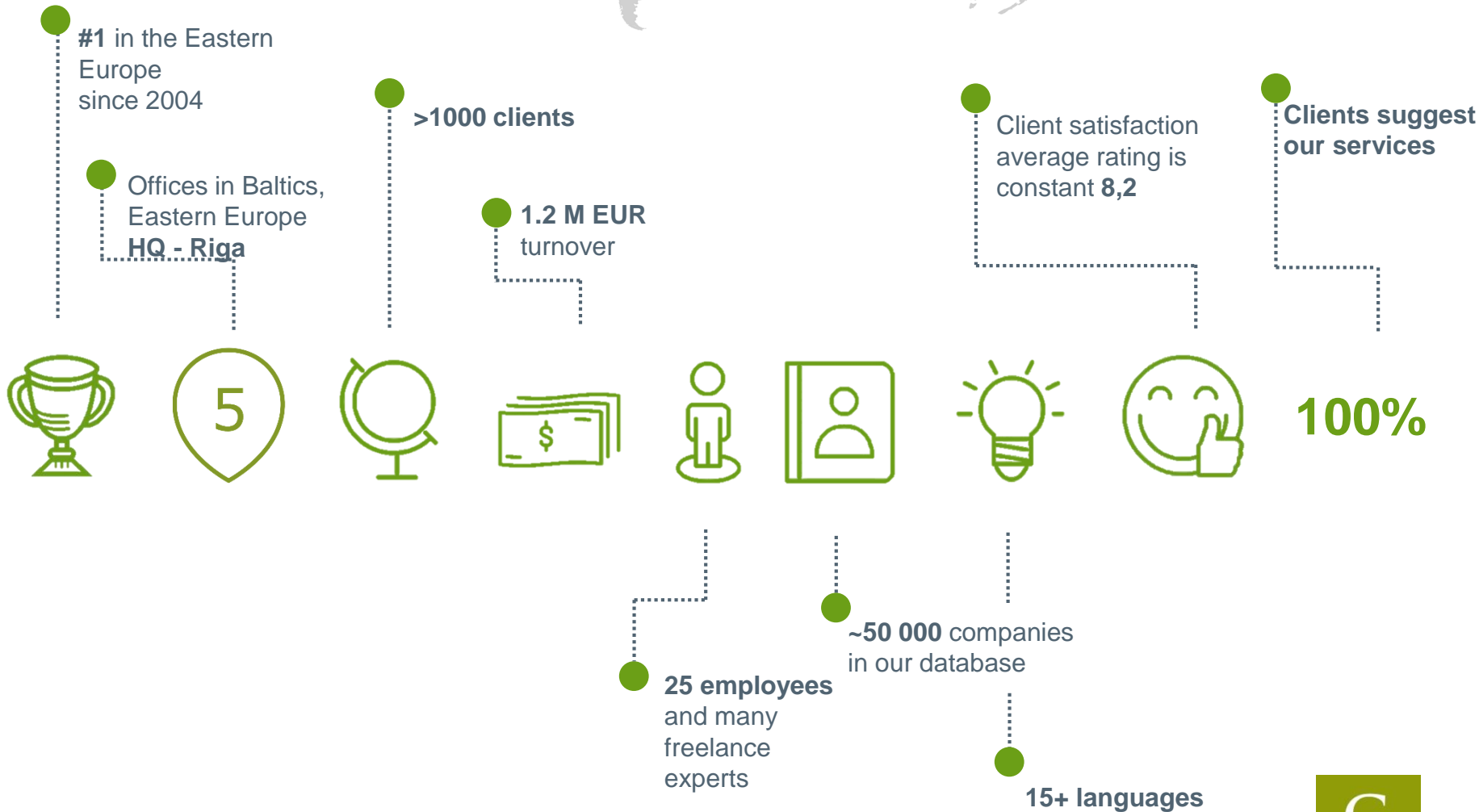


A blurred high-speed train is shown in a modern subway station. The train is moving from left to right, creating a sense of motion. The station has a curved ceiling with recessed lighting and a tiled floor. A large, semi-transparent grey rectangle is overlaid on the center of the image, containing the text "EXPORT POWERHOUSE" in white, bold, sans-serif capital letters.

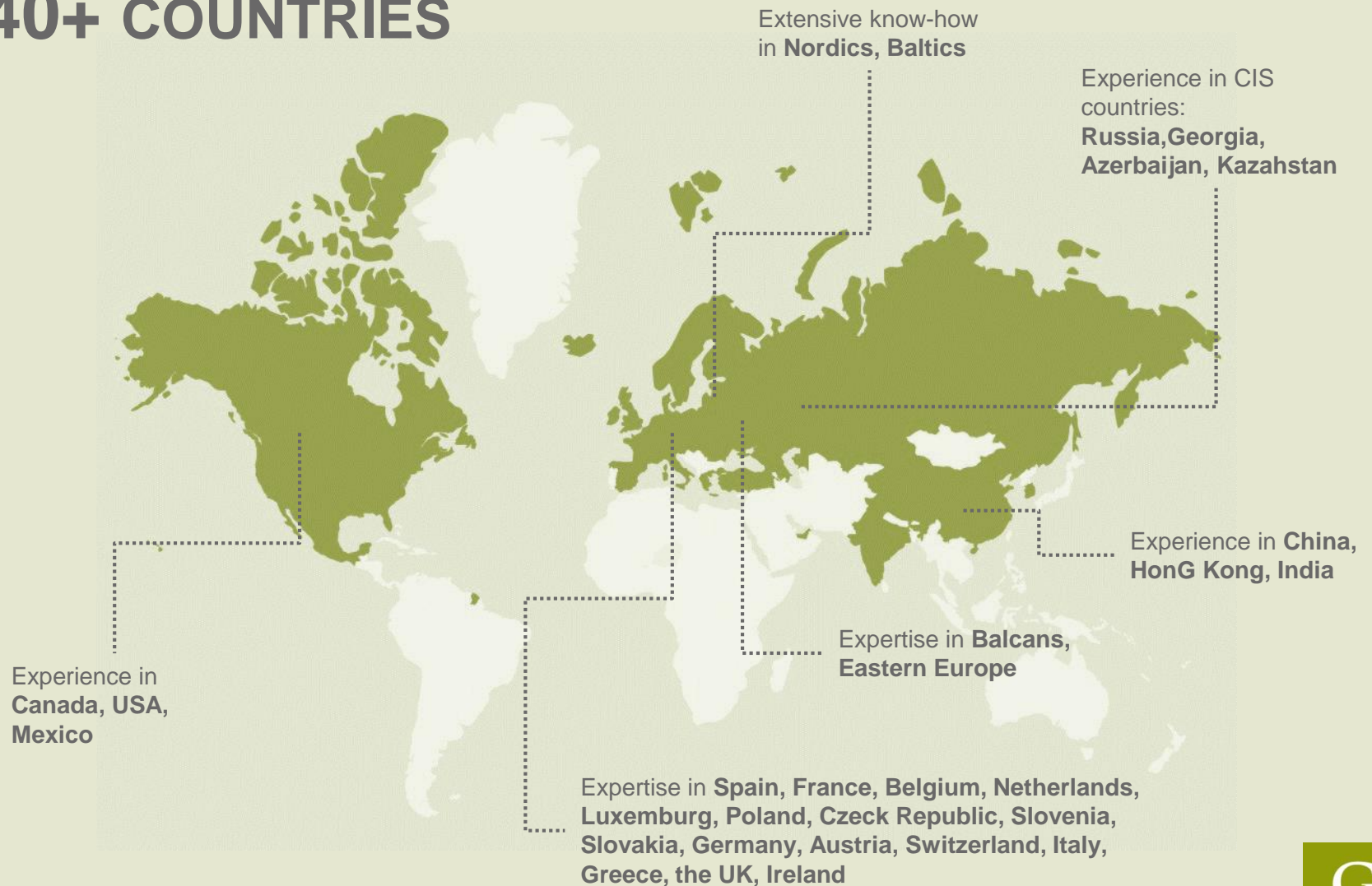
EXPORT POWERHOUSE

GATEWAY
& PARTNERS





PROJECTS TO 40+ COUNTRIES



WE SUPPORT INTERNATIONAL GROWTH



EXPORT INTELLIGENCE

- Partner search
- B2B match making
- Export Management



MARKET INTELLIGENCE

- Market research
- Industry studies
- Export Strategy



INVESTMENT ATTRACTION

- Feasibility studies
- Investor search
- Investment event



EXPORT EDUCATION

- Export Morning
- Export Academy
- Export Masterclass

RESEARCH COMPETENCE



- Market overview and comparisons
- Market sizing, segmentation and positioning
- Sales channel and key customer identification
- Shelf check, product positioning



- Partner attraction and cold calling
- Market monitoring – monthly, quarterly, annually
- Information collection from local sources across the markets
- Background checks



- Qualitative and quantitative customer surveys
- Focus groups, Face to Face interviews, CATI or CAPI methodologies
- B2B interviews

Extensive network of local offices will support in diverse complex market research, qualitative and quantitative surveys.

We will be your extra resource for delivering every day ad hoc or complex research projects.

RESEARCH TEAM CORE



Zanda Vipule

Project Coordinator, team lead

- Coordination of successful market research, competitor and industry analysis projects in 25+ countries
- Coordination of 150+ research projects within Europe, Asia and North & South America
- MSc from Copenhagen Business School and CEMS Master degree; BSc from Stockholm School of Economics in Riga



Martins Tiknuss

Partner

- Sales strategy development & process optimization consulting
- B2B sales & marketing process expertise and 10+ years of experience in export management & international business
- Key industry competence in construction and industrial production fields.



Cornel Coser

Project Coordinator

- Partner in Moldova and PhD in economics and management with extensive experience in executive search
- Native in Romanian, English and Russian
- Key industry competence in agriculture and food, education institutions



Dovile Buskeviciute

Project Coordinator

- Works with quantitative & qualitative research; key industry competence in retail and FCMG
- Responsible for *Global data* beverages research in 3 countries and inquiries & data requests about various industries in Baltics
- MSc from Jönköping University

20+ EMPLOYEES



Evita Kuzmina – Norwegian expert

Project Consultant

- Expertise in Norwegian and Scandinavian market entry strategy, local contact search and interviewing
- Key industry competence in construction, metalworking, woodworking, including furniture
- Fluent Norwegian, English



Nele Plutus – Estonian expert

Consultant in Estonia and Finland

- Native in English, Estonian and fluent in Finnish
- Extensive experience in Scandinavian market entry, interviewing and partner search
- Key industry competence in ITC and innovative solutions, food and packaging industry



Kim Petterson - Swedish



Ieva Grieze - German



Gvantsa Meladze - Georgian



Olga Shvecov - Russian



Sofia Upatniece - Polish

Lauma Carone - Italian

REFERENCES



Gateway& Partners is a classes best consultancy firm, who has won Innovation Norway Associated Consultant agreement in Baltics. Gateway delivers a variety of services from market and partner searches, case-by-case enquiries for Norwegian companies, to working with public funding programmes and organizing events with different partners on behalf of Innovation Norway.



Gateway & Partners and its team carried out extensive research of Moldova economy resulting in an Export and Investment Strategy for Moldova, and a hands on export action plan for Moldova Investment and Export Promotion Agency. The Gateway & Partners team was highly professional and could deliver expertise and real value to the assignment.

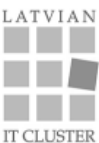


Over 6 years of cooperation, Gateway& Partners have been providing detailed beverages Baltic market researches for Canadean. During our cooperation Gateway&Partner team has always ensured high quality services taking into account project deliverables.



In our business before entering new market it is crucial to have in depth knowledge about the potential market expectations and risks and during the time Gateway&Partners have proved themselves as trustworthy partner. We highly advise companies to have a market research before entering new markets and use Gateway&Partners services to do so.

2000+ PROJECTS



GLOBAL CONSULTING COMPANY | BANKING

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TASK

To conduct a secondary research about the main private banking providers servicing UHNWI&HNWIs.

In-depth research in 13 countries: Germany, UK, Italy, Spain, Russia, Mexico, Brazil, Saudi Arabia, Taiwan, Hong Kong, China, Japan and Singapore.

PROCESS

The statistical information about UHNWI&HNWIs in 13 different countries was collected from relevant reports, studies and statistical databases.

The information of top private banks marketing activities, compiling profile of the key players, their strategic moves, key product offering, overview of the marketing activities and outlining activities and success in social media.



RESULT

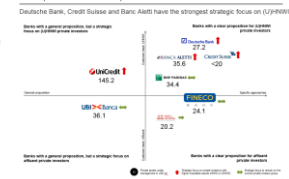
- A comprehensive overview of the private banking industry with detailed information on specific market players, their marketing activities and strategic moves to provide the input for major global private banks' marketing, strategy and new products development.

Key product offering

Most banks are equipped with a full range of wealth management solutions

	Commerzbank	UBS	Goldman Sachs	JP Morgan Chase	Bank of America	HSBC
Banking solutions	✓	✓	✓	✓	✓	✓
Leasing solutions	✓	✓	✓	✓	✓	✓
Asset solutions	✓	✓	✓	✓	✓	✓
Investment management	✓	✓	✓	✓	✓	✓
Insurance services	✓	✓	✓	✓	✓	✓
Health management	✓	✓	✓	✓	✓	✓
Private equity services	✓	✓	✓	✓	✓	✓
Corporate advisory	✓	✓	✓	✓	✓	✓
Robo advisory services	✓	✓	✓	✓	✓	✓
Family governance	✓	✓	✓	✓	✓	✓
Bankruptcy / insolvency	✓	✓	✓	✓	✓	✓
ESG / sustainability	✓	✓	✓	✓	✓	✓

Competitive landscape





GLOBAL CONSULTING COMPANY

Logo removed

Assistance by quickly retrieving missing information for their business cases.

Within a very short time provide with needed input on specific market segments in the Baltics. The data is required to advise pan-European clients.

- Data starting from utilities and infrastructure construction to niches of retail
- Quick interviews
- Analysis of company financials
- Sector overviews
- Comparisons between the countries.

Gateway & Partners is able to provide fast research services at a premium rate, even with next-day deadlines, as often is the case.

Concise input from complex and not openly available local-language sources and individuals.

Information is retrieved and presented within hours, to provide:

- better substantiated consultancy services;
- and to avoid surprises and specific market barriers.

GEORGIA TO THE BALTICS AND POLAND | FRUITS, VEGETABLES, WINE, SPARKLING WINE, SPICES, TEA, FREEZE-DRIED PRODUCTS



TASK

Partner search in the Baltics and Poland.

PARTNERS

- Retailers;
- Wholesalers;
- Distributors;
- Retail chains;
- HoReCa;
- Producers.

PARTNER ATTRACTION

264 selected companies in the Baltics,
29 interested to attend B2B matchmaking event.



173 selected companies in Poland,
26 interested to attend B2B matchmaking event.



RESULT

- 1 day B2B matchmaking event in Latvia where 92 meetings with potential cooperation partners took place.
- 1 day B2B matchmaking event in Poland where 77 meetings with potential cooperation partners took place.

My special thanks to you and your team for the wonderful job you did during the trade mission. Much appreciated. The efforts you put in were certainly worthwhile. I am sure our companies will have a good outcome. It was a joy for me to work with such dedicated and talented people. I hope, there will be an opportunity for our further cooperation.

Mariam Turnava, Enterprise Georgia

Client: MIEPO, the World Bank

Export strategy development

Task: To develop state export strategy to be implemented by MIEPO



NEED

With signing the Association Agreement with the EU, Moldova was left in a new international trade climate.

Therefore, the exporter support and promotion agency MIEPO was in a need of a new export strategy that would help Moldovan companies to acquire new export markets and enhance their capacity.

SCOPE

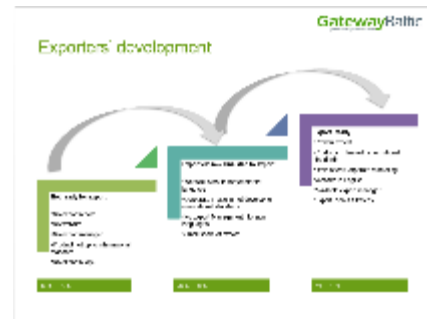
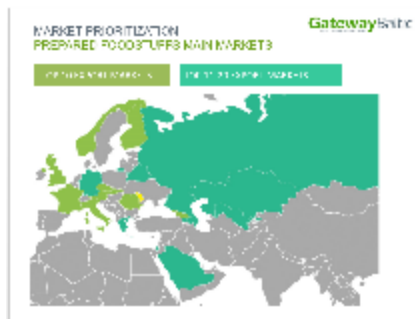
The project had 3 main parts:

- Analysis of Moldova’s domestic export data, main partner countries and recent historical developments;
- Interviews with companies, state organizations, associations and donor organizations in Moldova;
- Current exporter assessment through questionnaires and reviewal of their B2B and B2C marketing tools.

RESULT

The market research provided the following information for MIEPO:

- Overview of current export situation in Moldova and main export-orientated industry determination;
- Main export market prioritization for the main export products;
- Recommendations of the most effective activities to be implemented by MIEPO to diversify and enhance Moldova’s exports.



Client: Enterprise Estonia

EAS Fact-sheets

Task: To prepare 15 sector-specific fact-sheets covering the construction materials, timber houses, and furniture sectors.



NEED

15 sector-specific market overviews were needed for Enterprise Estonia in order to present the situation in different markets for the potential Estonian exporters.

Markets to cover Belgium, Denmark, Norway, Sweden, the UK, France, Germany, and the Netherlands.

SCOPE

Both secondary and primary research have been conducted to obtain information needed.

For secondary research the official statistics have been used (from EU and national databases, as well as data from sector-specific associations).

In addition, extensive expert interviews have been conducted to gain more in-depth information which was not publically available.

RESULT

15 fact-sheets have been prepared.

Each overview covered:

- market trends and opportunities, the scope of potential customers,
- import and export volumes,
- competitors in the market,
- standards and regulations applied in the sector,
- the most optimal market entry strategies.





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