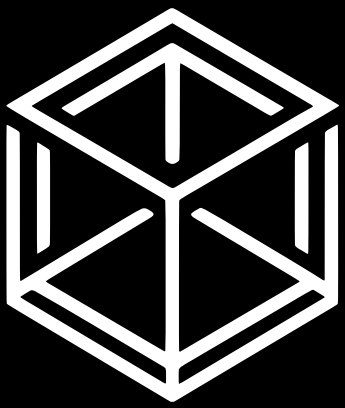


SOMAX

International Consulting Company

TRADE AND PROCUREMENT SECTOR





S MAX International Consulting Company is an international consultancy with a presence in the markets of the European Union and the Western Balkans.

Our work lies where business is commercially won or lost: regulatory compliance, project implementation, contracting and contract management, in both domestic and cross-border business. Our team has international experience in the most strictly regulated environments: projects of international financial institutions and development banks, operations of multinational companies and projects financed under intergovernmental agreements. We have advised both sides of the table, up to the highest levels of decision-making.

From the first procedure to a successfully delivered project.

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1. Market Entry and Sales

Market entry from assessment to first operations. We establish whether there is demand for the product and at what price it sells, and which requirements the product and the business must meet under the regulations of that market.

Next, the sales channel is set up: partners are identified and vetted, terms of cooperation are agreed and delivery to the customer is secured.

The entry model is chosen according to the market and the product: direct sales, an agent or distributor, or an own legal entity.

Support in incorporating and registering a legal entity abroad: choice of legal form and registered office, company and business registration, tax and VAT registration, opening a bank account, licences and conditions the market requires for the activity, and setting up the business framework for first operations.

Market and Regulatory Assessment 01

Review of demand and competition, verification of the requirements the product and the business must meet in the given market.

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02 Entry Model and Operational Set-up

Choice of the market entry route, from direct sales and agents to distributors or an own company, and setting up operations accordingly.

03 Sales and Distribution Channels

Identifying and vetting distributors and agents, negotiating terms of cooperation and establishing delivery to the customer.



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2. Working with the Public Sector

We open access to public tenders with expert support at every stage: we manage the entire process, from meeting the qualification requirements to the signed contract and its performance.

Capacity Building 01

Assessment of the company's tender readiness and a bidding plan: putting references, certificates and documentation in order, and choosing the markets and contracting authorities where the company can realistically compete.

Managing Tender Procedures 02

Guiding the company from publication to contract award: analysis of the tender documents and draft contract, with a focus on the conditions and risks the bidder assumes, preparation and submission of the bid, requests for clarification and legal remedies.

Contract Performance 03

Support after award: monitoring performance and contract modifications, and preparation for future tenders.

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3. Trade Compliance

Checking whether a deal may go ahead and on what terms, before the goods move. The status of the business partner and the origin of the goods are established, sanctions and export controls are applied and documentation is prepared, so that the shipment is not stopped at the border.

01 Partner and Goods Screening

Screening of the buyer, supplier and end use of the goods, and their status against sanctions lists and import and export restrictions.

02 Origin and Customs Classification

Determining the origin of goods and their tariff classification, and the conditions for preferential duty rates under free trade agreements.

03 Documentation and Procedures

Preparation of import and export documents, certificates and licences, and handling procedures before the competent authorities through to release for free circulation.

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4. Global Sourcing

Establishing supply from foreign markets through a complete procurement process, aimed at lower purchase prices and reliable delivery: first we establish in which market the goods can realistically be sourced most favourably, and suppliers are vetted and selected competitively, not on price alone but on total cost, quality and reliability. The lowest quoted price is rarely the lowest cost in the end. The contract and the import procedure are therefore set up so that the risk does not stay with the buyer.

Supplier Identification and Contracting 01

We establish from which market sourcing a given product is most cost-effective, taking into account lead times, quality, customs treatment and logistics costs as well as price. Suppliers are vetted on capacity, track record, certification and export experience. All then receive the same request for quotation, so that offers are compared on equal terms and on the true cost of delivery to the buyer's warehouse.

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02 Contracts and Risk Allocation

Negotiating price, delivery times, payment terms and method, and shaping them into a contractual framework that secures long-term supply: choice of Incoterms, contractual quality guarantees, penalties for delay, advance payment protection, cargo insurance and jurisdiction for disputes.

03 Import, Logistics and Quality Control

Transport optimisation and organisation of the import procedure, from pre-shipment inspection and collection at the manufacturer, through customs clearance and compliance with the regulations of the import market, to delivery on site, checking quantity and quality on receipt and handling claims.

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5. Facility Equipment

Equipment for warehouses, production and service facilities, and offices: from choosing a solution that fits the space and the way of working, through purchasing directly from manufacturers, to delivery and installation on site.

Equipment Fit for Purpose 01

Preparation of the technical specification of the equipment (dimensions, load capacity, materials and installation method), compliant with applicable standards, with contractual guarantees that the delivered equipment matches the order.

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6. Special Parts and Industrial Equipment

Sourcing parts, machinery and materials that are not available on the local market or are subject to long lead times. The manufacturer or an authorised source is identified, compliance with the specification is checked, and delivery is contracted within the required time frame.

01 Machine Parts

Spare and component parts for machines and plants in various industries, with verification of compliance with the original specification and manufacturer requirements.

02 Special Materials

Special and technical materials for industry and construction, with verification of compliance with the required standard and the project specification.

03 Industrial Machinery

Complete machines and production lines, from identifying the manufacturer and comparing offers to delivery, installation and commissioning.

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7. Defence and Security Equipment

Support in trade in defence and security equipment, where the deal depends on the licence as much as on commercial terms: the transaction is structured so that delivery is permitted in every country the goods pass through.

Controlled Goods and Licences 01

Classification of goods against control lists and obtaining export, transit and import licences from the competent authorities, preparation of end-user certificates and supporting documentation, and contract clauses that tie the parties' deadlines and obligations to the issue and conditions of the licences.

01 MARKET ENTRY AND SALES

Market and Regulatory Assessment
Entry Model and Operational Set-up
Sales and Distribution Channels

02 WORKING WITH THE PUBLIC SECTOR

Capacity Building
Managing Tender Procedures
Contract Performance

03 TRADE COMPLIANCE

Partner and Goods Screening
Origin and Customs Classification
Documentation and Procedures

04 GLOBAL SOURCING

Supplier Identification and Contracting
Contracts and Risk Allocation
Import, Logistics and Quality Control

05 FACILITY EQUIPMENT

Equipment Fit for Purpose

06 SPECIAL PARTS AND INDUSTRIAL EQUIPMENT

Machine Parts
Special Materials
Industrial Machinery

07 DEFENCE AND SECURITY EQUIPMENT

Controlled Goods and Licences

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