

IVEJM INTERNATIONAL BUSINESS SERVICES

Premium Services for Companies Ready to Enter, Develop and Expand in New Markets

For IVEJM Premium Members

Membership gives your company access to the IVEJM international business network.

Our professional services take your company from access to action.

IVEJM works with companies on a project basis to identify opportunities, develop relationships, enter new markets and build sustainable international business.

01 — MARKET ENTRY CHECK

From €1,500

A focused assessment for companies considering expansion into a new market.

Includes:

- Market overview
- Industry and sector analysis
- Competitive landscape
- Market opportunities
- Potential channels
- Initial target-company identification
- Market-entry recommendations
- Executive summary

Typical duration: 2–3 weeks

Best for: Companies that want to determine whether a market is worth pursuing before making a larger investment.

02 — MARKET ENTRY STRATEGY

From €3,900

A structured market-entry project designed to prepare your company for entering a new country or region.

Includes:

- Market analysis
- Customer and sector mapping
- Competitor analysis
- Distribution-channel assessment
- Target-market segmentation
- Potential partner identification
- Entry strategy
- Commercial positioning
- 6–12 month market-entry roadmap

Typical duration: 3–5 weeks

Deliverable: Strategic Market Entry Report

03 — PARTNER & DISTRIBUTOR SEARCH

From €3,900

Find the right companies to represent, distribute or cooperate with your business.

IVEJM identifies and qualifies potential:

- Distributors
- Commercial agents
- Strategic partners
- Technology partners
- Local representatives
- Joint-venture partners
- Suppliers

Includes:

1. Partner profile definition
2. Market research
3. Target-company identification
4. Qualification
5. Initial approach
6. Introduction

7. Meeting coordination
8. Initial follow-up

The objective is not to provide a list of companies.

The objective is to create qualified business conversations.

04 — BUYER IDENTIFICATION & BUSINESS MATCHMAKING

From €3,900

For companies looking for potential buyers, importers or commercial customers in a new market.

Includes:

- Target-buyer profile
- Market research
- Buyer identification
- Company qualification
- Initial contact
- Introduction
- B2B meeting coordination
- Opportunity follow-up

From target companies to real conversations.

05 — B2B BUSINESS DEVELOPMENT PROJECT

From €7,500

A comprehensive project for companies seeking active business development in a new market.

Includes:

- Market intelligence
- Target-company identification

- Partner/buyer search
- Initial outreach
- Business introductions
- B2B meetings
- Institutional connections
- Commercial opportunity development
- Follow-up
- Strategic recommendations

Typical duration: 2–3 months

Designed for companies that want IVEJM to actively help develop their market.

06 — INTERNATIONAL BUSINESS REPRESENTATION

From €3,500 / month

IVEJM can act as your local business development partner in selected markets.

Services may include:

- Local commercial representation
- Partner communication
- Business opportunity development
- B2B meetings
- Market monitoring
- Institutional networking
- Events and trade fairs
- Follow-up with prospects
- Monthly reporting

Minimum engagement: 3 months

From €10,500 for a three-month engagement

07 — STRATEGIC MARKET DEVELOPMENT

From €5,000 / month

For companies seeking a long-term presence in a new international market.

IVEJM becomes an extension of your international business-development team.

Includes, depending on scope:

- Market strategy
- Business development
- Partner development
- Buyer development
- Institutional relations
- Commercial representation
- Strategic introductions
- Meetings
- Opportunity management
- Ongoing market intelligence

Minimum engagement: 6 months

From €30,000 for a six-month engagement

08 — BUSINESS MISSION & TRADE DELEGATIONS

Customized quotation

IVEJM organizes and supports international business missions for companies and business groups.

Services may include:

- Market preparation
 - Company selection
 - B2B matchmaking
 - Institutional meetings
 - Company visits
 - Business agendas
-
- Local coordination
 - Translation/interpreting
 - Logistics coordination

- Post-mission follow-up

Individual corporate missions

From €2,500 + travel & accommodation

Larger delegations and customized programs are quoted according to scope.

09 — MARKET RESEARCH & BUSINESS INTELLIGENCE

From €1,500

Targeted research for companies that need reliable commercial information before making a decision.

Possible research areas:

- Market size and structure
- Competitors
- Potential customers
- Distributors
- Importers
- Suppliers
- Regulations
- Pricing environment
- Market trends
- Industry stakeholders

Research is tailored to the company's specific business question.

10 — INTERNATIONAL PARTNER INTRODUCTION

From €750 per qualified introduction

For companies that already know what type of partner they need and require access to a specific company or organization.

Includes:

- Target validation
- IVEJM approach
- Introduction
- Initial coordination

For multiple introductions, a customized package can be offered.

A connection is valuable when it is relevant.

11 — BUSINESS MEETING PACKAGE

From €1,500

For companies traveling to a market and looking for a structured business agenda.

Includes up to 3 qualified business meetings.

Additional meetings:

From €400 per meeting

Depending on the market and level of preparation required, the package can include:

- Company research
- Contact
- Qualification
- Scheduling
- Meeting preparation
- Local coordination
- Follow-up

12 — INSTITUTIONAL & GOVERNMENT RELATIONS

From €2,500

IVEJM can facilitate connections with relevant:

- Government institutions
- Embassies
- Chambers of commerce
- Business organizations
- Investment agencies
- Industry associations
- Municipalities
- Economic-development institutions

Includes:

- Stakeholder identification
- Introduction requests
- Meeting coordination
- Institutional agenda preparation
- Follow-up

13 — INVESTMENT & STRATEGIC OPPORTUNITY DEVELOPMENT

From €5,000

For companies and investors evaluating strategic opportunities in new markets.

Possible areas include:

- Investment opportunities
 - Joint ventures
 - Strategic partnerships
 - Local companies
 - Industrial projects
 - Infrastructure
 - Technology cooperation
-
- Cross-border investment

Projects are individually structured according to the investment objective.

14 — CUSTOM INTERNATIONAL PROJECT

From €5,000

Not every international business objective fits into a standard package.

IVEJM can develop a customized project combining:

Market Research

+

Partner Search

+

Business Meetings

+

Institutional Relations

+

Representation

+

Market Development

Designed around your objectives.

SUCCESS-BASED PROJECTS

For selected projects, IVEJM may offer a combination of:

Fixed Project Fee + Success Fee

The structure is negotiated individually depending on:

- Sector
- Market
- Expected transaction value
- Project duration
- IVEJM's level of involvement
- Measurability of results

Available only for selected projects.

THE IVEJM SERVICE MODEL

ACCESS → CONNECT → DEVELOP → EXPAND

ACCESS

€1,990 / year

Join the IVEJM Premium Business Network.



CONNECT

From €750

Gain access to qualified companies, buyers, partners and institutions.



DEVELOP

From €1,500–€7,500

Research markets, identify opportunities and develop business relationships.



EXPAND

From €3,500/month

Build an ongoing presence with IVEJM as your international business-development partner.

WHAT MAKES IVEJM DIFFERENT?

We don't sell databases.

We develop relationships.

We don't promise guaranteed contracts.

We create the conditions for business to happen.

We don't offer generic consulting.

We work around specific international business objectives.

We don't aim for thousands of members.

We build a selective network of companies with international potential.

PREFERRED MARKETS

CENTRAL EUROPE

Slovenia • Croatia • Austria • Slovakia • Czech Republic • Hungary • Poland and beyond

SOUTH AMERICA

Paraguay • Brazil • Argentina • Uruguay and the wider Mercosur region

THE AMERICAS

Through IVEJM's growing network of companies, institutions and business organizations across the Americas.

PREMIUM MEMBER ADVANTAGE

All services are available to companies outside the IVEJM network as well, where appropriate.

However, **IVEJM Premium Members receive priority access, preferred scheduling and preferential commercial conditions for selected services and initiatives.**

Your membership opens the door.

Our professional services help you walk through it.

IVEJM PREMIUM BUSINESS NETWORK

I | V | E | J | M

Membership is the entry point.

Business development is the value.

Annual Premium Membership

€1,990

APPLY FOR MEMBERSHIP : info@ivejm.org

The banner features a dark blue background with a glowing image of Earth from space, showing the Americas and Europe. Golden lines connect various points on the continents, symbolizing a global network. The IVEJM logo is in the top left, and a navigation menu is in the top right. The main text is on the left, and a call-to-action button is below it. The bottom of the banner has a row of five icons with labels: a globe for 'INTERNATIONAL NETWORK', a handshake for 'BUSINESS INTRODUCTIONS', a bar chart for 'MARKET OPPORTUNITIES', a group of people for 'STRATEGIC PARTNERSHIPS', and a target icon for 'TAILORED BUSINESS DEVELOPMENT'.

IVEJM
PREMIUM BUSINESS NETWORK

HOME | ABOUT | MEMBERSHIP | OPPORTUNITIES | CONTACT

**Access the Network.
Enter New Markets.
Create International Opportunities.**

A private international business network connecting Central Europe with South America and the Americas.

APPLY FOR MEMBERSHIP →

INTERNATIONAL NETWORK | BUSINESS INTRODUCTIONS | MARKET OPPORTUNITIES | STRATEGIC PARTNERSHIPS | TAILORED BUSINESS DEVELOPMENT