



# DOING INTERNATIONAL BUSINESS WITH UKRAINIAN COMPANIES

  
**Strategic**  
international business  
development office

# THE MAIN LINES OF WORK



**STRATEGIC offers a strategic diagnostic procedure of your potential partner according to the following criteria:**

- Analysis of the product/value proposition: competitive advantages, long-term opportunities
- Business processes: efficiency, identifying of the problem areas
- Personnel assessment, evaluation of the organizational culture
- Assessment of the operational strategy: unity, competitiveness, system, staff perception, operational applications

**According to the strategic objectives of your business, we will help you in the following areas:**

- Selection, checking and establishing contact with the potential business partners
- Choosing of the optimal geographical location within the territory of Ukraine (for the contract manufacturing/ creation of joint venture/ private label)
- Assistance in strategy development considering specific features of the Ukrainian market

## WHY STRATEGIC?

STRATEGIC has 20 years' experience in strategy consultancy for leading companies in their sectors

### MAIN ACTIVITIES:

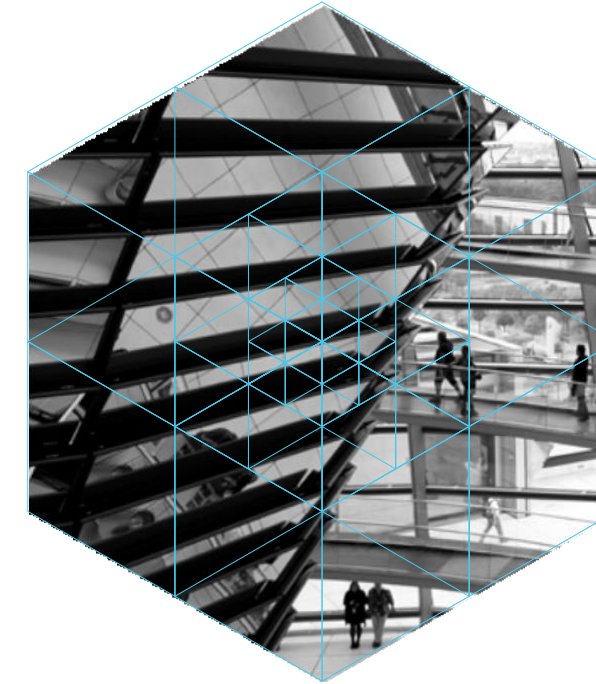
- export strategy development
- generation of the strategic idea and development of the business strategy;
- bringing Ukrainian companies to international markets;
- bringing foreign companies to the Ukrainian market

PARTNERSHIP WITH THE OWNERS AND TOP EXECUTIVES OF A COMPANY TO TAKE A QUANTUM LEAP IN UKRAINIAN BUSINESS AND HIGH POTENTIAL MARKETS AROUND THE GLOBE

JUST WHAT VALUE DO WE ADD TO YOUR TOP EXECUTIVES AND YOUR TEAM BY CREATING IDEAS AND PROVIDING SOLUTIONS?

- › You can implement an ambitious vision
- › You can depend on long-term solutions for long-term success
- › You will have a rigorous system for the transition of your team
- › You will achieve new heights in your development

STRATEGIC GIVES YOU



STRONG **INDUSTRY EXPERIENCE**, SPECIFICALLY IN ENGINEERING, MACHINERY  
MANUFACTURE, AGRICULTURE, FMCG, PHARMACEUTICALS

**KNOWLEDGE AND UNDERSTANDING** THE SPECIFIC OF THE UKRAINIAN MARKET,  
COOPERATIONS WITH THE GOVERNMENT AUTHORITIES

PROVEN **EXPERTISE IN STRATEGY** AND COMPANY DEVELOPMENT

**INTERNATIONAL** PROJECTS WITH LACTALIS, DAF, TEVA, WEIDMAN, SCHENK AND  
OTHERS...

**ACCESS TO OTHERWISE CONSTRAINED** GOVERNMENTAL PROGRAMMES, CLOSED  
TENDERS...



STRATEGIC methodology has been used to build a strategic block of MBA programs at Kyiv-Mohyla Business School (kmbs), renowned as the most innovative in Ukraine. Our Consultants lecture on their own material on Strategy at kmbs

**The STRATEGIC team has now successfully delivered:**  
MORE THAN 160 CONSULTANCY PROJECTS  
MORE THAN 60 TRAINING PROJECTS

SOME OF STRATEGIC'S CLIENTS

SUPOY Ltd	KAALBYE	Plastic Card	Maiskiy Chai Group of Companies
ALU INTERNATIONAL	DISTAR	ERIDON	SPETSTORG
MERANTI-PLUS Ltd.	CEUME	Megapolis	VOZKO
LUMIERE UKRAINE	Pharmaceutical Firm Darnitsa	Greenco	Diamantbank
SOVA	ENERGOATOM	Privatbank	Spanish House
ROSA	Teva Ukraine	Veneto	Motor Sich
IPCOM	Ukrtelecom	HERTS Group of Companies	Lutsk Bearing Factory
IFC	1+1 Media Group	UkrSibbank	Pivdenteploenerhomontazh
INKERMAN	LACTALIS	INGO Ukraine	(UTEM) Hydrosila GROUP
USAID	SCHENCK	Insurance Company Fortuna (Ideal Distribution)	
ASBIS	KIEVSTAR	LACTALIS	
		WIEDMANN	
		GOLDEN TELECOM	

WE LOOK FORWARD  
TO WORKING WITH YOU

SINCERELY,  
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INTERNATIONAL  
BUSINESS

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STRATEGY  
CONSULTING

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INTERIM  
MANAGEMENT