

2008-2009 edition

# Service Brochure



# Index

<b>An idea called XQB</b>	<b>3</b>
<b>Services</b>	<b>4</b>
<b>Consultancy</b>	<b>5</b>
Consultancy & Entry Strategy	6
Partner Search & Vendor Evaluation	7
Market Intelligence	8
Corporate Mentoring & Training	9
<b>Value Added Services</b>	<b>10</b>
Personnel Outsourcing	11
Knowledge Process Outsourcing	12
Office Space/On Site	13
Exhibition & Fair Management	14
<b>Trading</b>	<b>15</b>
<b>M&amp;A &amp; Corporate Advisory</b>	<b>17</b>
Due Diligence	19
Accounting & Regulatory Services	20
<b>Our Core Team</b>	<b>21</b>
<b>Where we are</b>	<b>22</b>



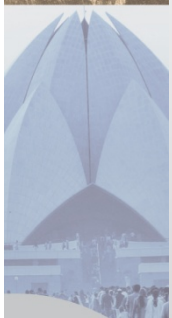
# An idea called XQB

## Vision

To support and help advance the business relation between diverse geographic regions & cultures.

## Mission

To provide tangible services routed in excellence to simplify the business lives of the Indian & European companies through an innovative and high quality service platform.



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# Services



**Consultancy**



**Value Added  
Services**

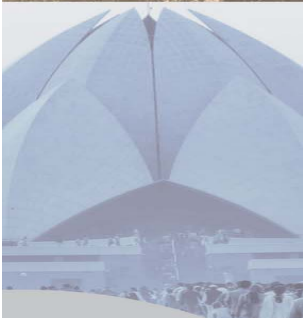


**Trading**



**M&A and  
Corporate Finance**

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# CONSULTANCY

# Consultancy & Entry Strategy

An in depth study of the pertinent market for the client with the appropriate SWOT analysis

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Partnering with the think tanks & the decision makers in the segment to provide the latest and up to date information to clients

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Associating with the segment specific associations to know the best practices and the pros & cons of the segment in the country

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# Partner Search & Vendor Evaluation

XQB can evaluate selected entities on the parameters dictated by you



Whether for manufacturing, services or marketing let XQB find you the partner / associate you are looking for

A vertical collage of four images runs down the left side of the page. From top to bottom: a male athlete in a white singlet with the number '8' and 'G 2' on it; a modern glass skyscraper; a close-up of the Mona Lisa's face; and a blue, geometric, crystalline structure.

# Market Intelligence

Information relevant to a company's markets, gathered and analyzed specifically for the purpose of accurate and confident decision-making in determining market opportunity, market penetration strategy, and market development metrics

# Corporate Mentoring & Training

A developmental relationship that relies on the mentor's guidance to gain skills, perspective and experience

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For companies that wish to be trained / mentored in best practices to achieve a better RoI

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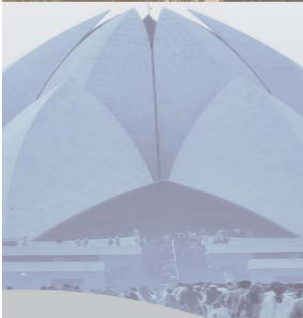
For first time arrivals to India, we take you through the maze called India

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For training Indian staff on European methodologies & best practices

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# VALUE ADDED SERVICES



# Personnel Outsourcing

Companies that do not wish to incur the added costs of renting office space and assuming personnel, XQB lets you use its office space and assumes, monitors & controls the staff you require



# Knowledge Process Outsourcing

High added value process chain where the achievement of objectives is highly dependent on the skills, domain knowledge and experience of the people carrying out the activity.

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XQB provides typical domain-based processes, advanced analytical skills and business expertise, rather than just process expertise.

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Our strength arises from the depth of knowledge, experience and judgment factor

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## Office Space / On Site

To minimise start up costs, XQB gives you the possibility of establishing workstations at its premises rather than incurring rental costs

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XQB through its established operations office gives you support in a start up venture, organise & manage your workforce optimally even long distance

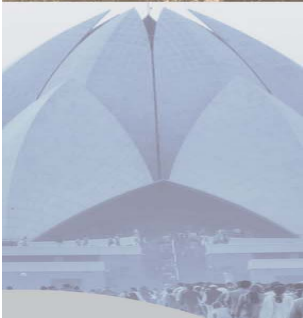
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# Exhibition & Fair Management

For entities that wish to exhibit at any important fair in India or in Europe but lack the infrastructure to support it can rely on XQB with its office in India and associations in Europe to ease the way

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# TRADING

XQB undertakes imports and exports on behalf of its clients to and from Europe & India.

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This activity facilitates the trading of goods & services without the hassle of obtaining permissions in either country as XQB carries the same out for the client companies

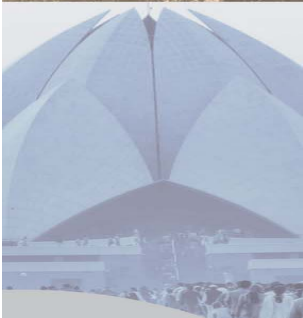
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Identification of the correct strategy to bring your goods & services to either country


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# M&A and Corporate Advisory



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Guiding companies in an expansion mode towards best practices to maximise output and minimise waste

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Companies that wish to merge with or acquire competitors in either country India or Italy

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Right from search to deal structuring to closure XQB guides you all along

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XQB is partnered with



**Scouting.**

Finanza per l'impresa

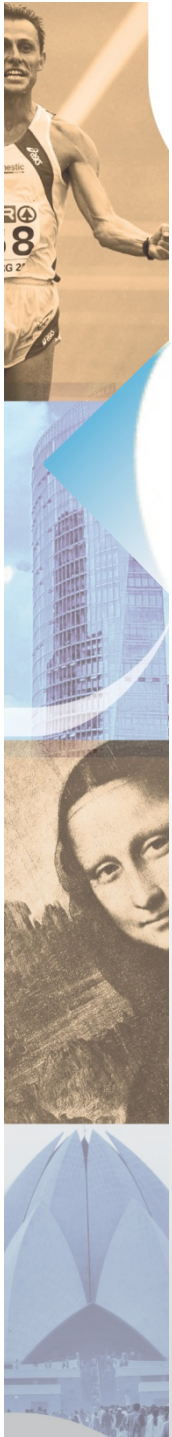
to aid you

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# Due Diligence

About to enter into a JV, a merger or make an acquisition: Our strategic commercial & legal partners can carry out a complete due diligence to assist you in making the right decision





# Accounting & Regulatory Services

If you have just entered a new market, XQB can ease your entry by complying to all the regulatory authorities on your behalf

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Setting up your office in a foreign country; Let XQB handle your accounting activity for a while till you have found your feet

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# Our Core Team

**Enrico Perego – CMD**

**Alessandro Fichera – VC & CEO**

**Monica Sessi – Director**

**Savita Suri – COO**

**Satinder Kapur – Legal Counsel**

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