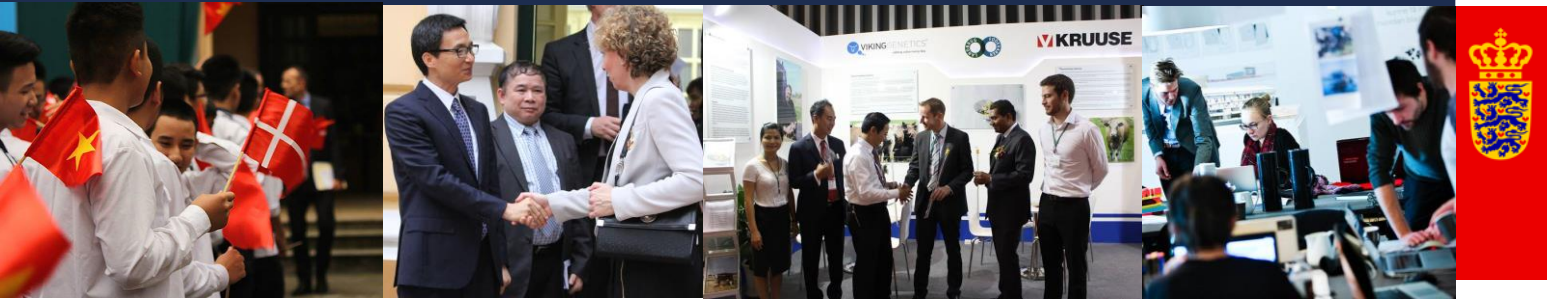


# Commercial Services in Vietnam

April 2016

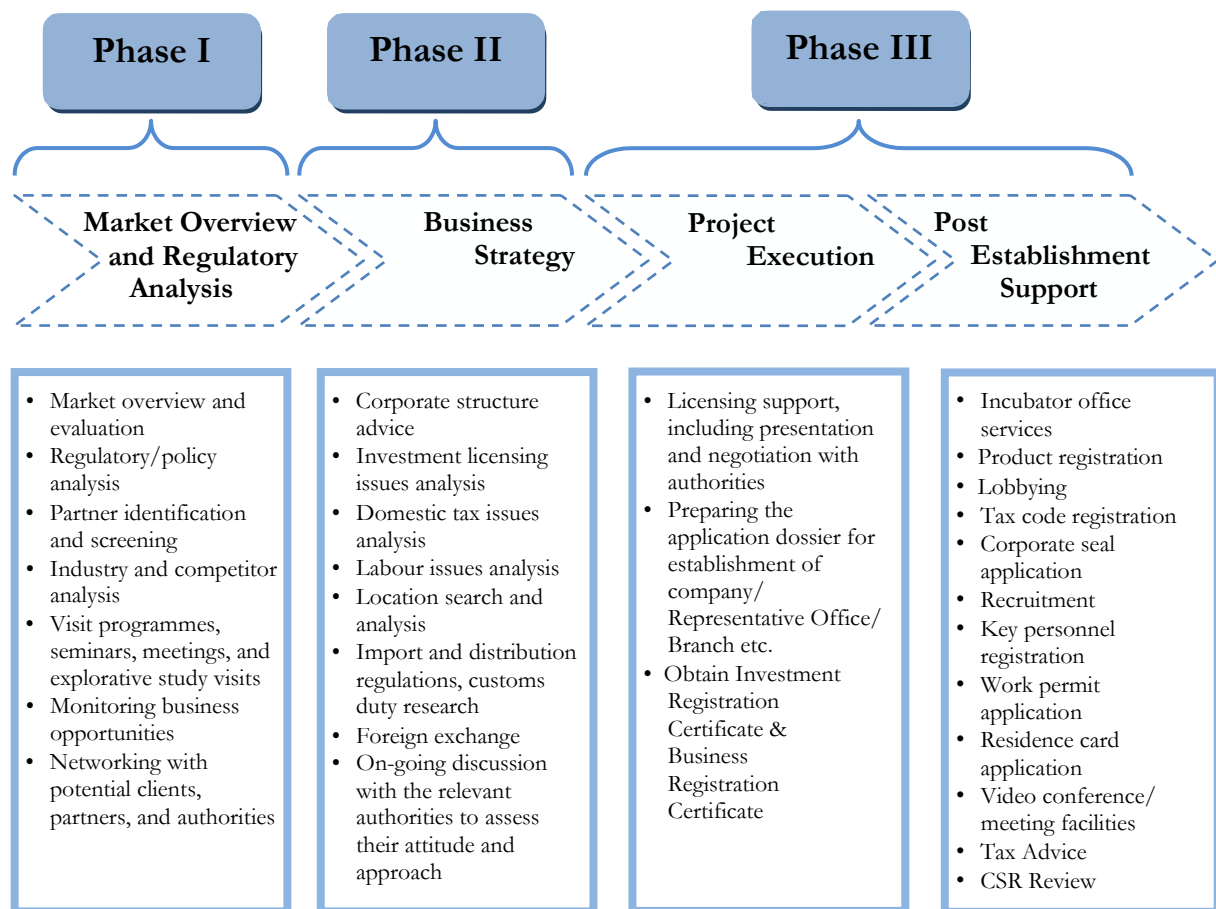


## BUSINESS SUPPORT IN VIETNAM

### EXPORT, OUTSOURCING, ESTABLISHMENT & ADVICE

#### Commercial Services

The Commercial Section of the Embassy in Hanoi and the Danish Economic & Commercial Office (DECO) in Ho Chi Minh City promote trade and investment between Denmark and Vietnam. The Commercial Section and the DECO office stand ready to assist companies with business support and commercial consultancy during their on-going or planned business activities in Vietnam. The main area of expertise is Vietnam, but the Commercial Section can also assist Danish companies who are interested in obtaining information about the market in Laos. We assist Danish companies in a wide range of services:



After more than a decade in Vietnam, we have developed an extensive network with contacts in many sectors and vast experience in providing a variety of commercial services to Danish companies. Offering consultancy services under the auspices of the Embassy of Denmark, we have a strong advantage in terms of our unique access to authorities and companies.

Our commercial services are subject to a charge of DKK 935 per hour. Introductory meetings and simple referrals are free of charge. To read more about the services offered by the Commercial Section, please refer to our website: <http://vietnam.um.dk/en/the-trade-council/services/>

## Subsidy from the Trade Council

In order to assist Danish companies in their internationalization efforts, the Export Start and Regional Key Account packages provided by the Trade Council offers assistance to Danish small and medium-sized companies looking to internationalize their business activities. The packages are government subsidized services offering companies 50 to 200 hours of commercial assistance provided by the Embassy's commercial section with a 35% discount on the hourly fee. For more information, please refer to the following websites:

**Export Start:** <http://um.dk/da/eksporttraadet/eksporttraadet-tilbyder/saadan-samarbejder-vi/tilskud/eksportstart/>

**Regional Key Account:** <http://um.dk/da/eksporttraadet/eksporttraadet-tilbyder/saadan-samarbejder-vi/tilskud/regional-key-account/>

## Working Methods

An assignment starts with a dialogue with the company, followed by a detailed offer from the Embassy specifying the content of the assignment, working methods, timeframe, price and delivery. It is a fixed offer based on estimated hours required, where only actual hours spent will be invoiced. The company can review the recommended action plan and the expected outcome. We place great emphasis on continuous dialogue with the company throughout the assignment to ensure the best results. Each task is finalized with recommendations concerning the next steps that the company should take to strengthen its position regarding the completed task.

## Why Choose the Embassy Services?

- ✓ Integrated part of the Trade Council with global presence and knowledge base
- ✓ Extensive experience from helping hundreds of Danish companies in Vietnam
- ✓ Excellent relationship with Vietnamese authorities, unique access to authorities and companies as we work under the umbrella of the Embassy
- ✓ Active in the market 365 days a year
- ✓ Provide tailor-made advice within 48 hours
- ✓ Vietnamese staff with sector and local expertise
- ✓ Good understanding of Danish and Vietnamese business culture
- ✓ Competitive prices compared to international consultancy firms

## We Look Forward to Assist You

### Our team in Hanoi:

Mr. Bo Mønsted, Commercial Counsellor, Head of commercial activities, e-mail: [bomons@um.dk](mailto:bomons@um.dk)

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### Our team in Ho Chi Minh City:

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