

Commercial Services

April 2016



PARTNER SEARCH SERVICES

BUSINESS SUPPORT IN VIETNAM

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. We are ready to assist your company with business support based on your individual request.

We believe that today all kinds of businesses are demanding much more in the way of marketing and search capabilities from their business agents, consultants, brokers and financial advisors. Finding a really good business partner is a hard task – if you are a business looking for help we can assist you in finding exactly what you need. Our goal is to offer our clients a superior search and marketing service. The Embassy can assist you in the following issues:

- ✓ Partner identification and screening – distribution, sourcing, agents etc.
- ✓ Organizing visit programmes, seminars, meetings, and explorative study visits
- ✓ Organizing technical seminars targeting customers and authorities
- ✓ Monitoring business opportunities
- ✓ Networking with potential clients, partners, and authorities

The services include:

- ✓ Activating appropriate business network
- ✓ Research and selection of suitable Vietnamese companies based on your criteria using internal and external databases
- ✓ Mailing of your company brochures as well as an approach letter designed by us
- ✓ Telephone follow-ups to identify interested companies.
- ✓ Outgoing meetings to branch organisation and other key sources of information.
- ✓ Verification of information from database and registers.
- ✓ Final Report, which includes the profiles of companies we have approached and a detailed list of all the companies, which are interested in cooperating with you. The Final Report also includes information on relevant trade fairs, associations, trade magazines and journals as well as general business information

Our advice and services are tailor-made based on the company's needs. As an integrated part of the Ministry of Foreign Affairs and Trade Council of Denmark our services are subject to payment of DKK 935 per hour (as per January 2016). The fees are based on the number of hours used on the activities/selection process.

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 thus on an informed basis assess 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 the Embassy?

- ✓ Integrated part of the Trade Council with global presence and knowledge base
- ✓ Experiences from helping hundreds of Danish companies in Vietnam
- ✓ Active in the market 365 days a year
- ✓ Provides 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
- ✓ Excellent relationship with Vietnamese authorities, unique access to authorities and companies as we work under the umbrella of the Embassy

We Look Forward to Assist You

Our team in Hanoi:

Mr. Bo Mønsted, Commercial Counsellor, e-mail: bomons@um.dk
Ms. Vu Phuong Lan, Trade and Investment Advisor, e-mail: lanpvu@um.dk
Ms Nguyen Thi Thu Hang, Trade and Investment Advisor, e-mail: nthang@um.dk
Ms. Le Thi Thu Hang, Trade and Investment Advisor, e-mail: hangle@um.dk

Our team in Ho Chi Minh City:

Ms. Le Nguyet Minh, Head of DECO, Trade and Investment Advisor, e-mail: nguytle@um.dk
Ms. Nguyen Huynh Anh, Trade and Investment Advisor, email: anhnhu@um.dk
Mr. Tran Viet Hai, Trade and Investment Advisor, e-mail: haivtr@um.dk
Ms. Hoang Thi Thu Hien, Trade and Investment Advisor, email: hienth@um.dk

Embassy of Denmark	Danish Economic & Commercial Office
BIDV Tower, 7th Floor	No. 505, Centec Tower, 5th floor
194 Tran Quang Khai Street,	72-74 Nguyen Thi Minh Khai
Hoan Kiem District, Hanoi, Vietnam	District 3, Ho Chi Minh City, Vietnam
Tel: +84 4 3823 1888	Tel: +84 8 3821 9373
Fax: +84 4 3823 1999	Fax: +84 8 3821 9371
Web: http://www.vietnam.um.dk/	Web: http://www.vietnam.um.dk/
E-mail: hanamb@um.dk	Office hours: 08:30-17:00 (Monday-Thursday)
Office hours: 08:30-16:30 (Monday-Thursday)	08:30-14:30 (Fridays)
08:30-14:30 (Fridays)	