

WHITE

Let's write our future together.

THE BUSINESS RISK IS SHARED!

White was born in 2004 to meet and select business opportunities in the emerging markets. The professional experience of the White team is characterized by a purely entrepreneurial approach. Thanks to this attitude and the co-operation with our partners we can reduce resources, implementation time and risks aiming to maximize effectiveness and efficiency of an activity will be performed abroad and towards the worldwide market.

White is not a financial service provider, White is an operating partner who is involved in the research and development of the selected business opportunity.

MISSION

White offers strategic consulting services to Asian companies interested in the empowering of the export sales and the research of technical/commercial co-operations with overseas partners.

Our goal is to be alongside our customers while planning development strategies for the worldwide and domestic markets by reducing the risk factor and costs.

White takes advantage of a remarkable network of CONTACTS in the Western countries and achieves the target thanks an innovative and efficacious approach.

The matching of the different needs is the first tangible step that allows the partners to know each other and encourage the development of new business activities.

WHO WE ARE

HOW/WHERE DO WE WORK

In Italy (Modena), through an association of entrepreneurs /professionals/consultants who have gained practical international experience directly in the Asian markets.

In India through a local Hub (**Bengaluru**) in which we operate directly together with consultants, local and Italian entrepreneurs.

OUR SPECIALTIES

White has permanent presence both in Italy and in India. Our expertise is born with a strong entrepreneurial spirit of our managers, who - with their experience in the field - have found market opportunities and turned them into tangible achievements.

OUR DISTINCTIVE FEATURES: COMPETENCE AND CONCRETENESS

The knowledge and the experience gained in the international markets have formed our mentality to combine the aspects of professionalism and effectiveness required by the customers.

STRATEGIC SERVICES

Kick-off Services: Services and activities that are aimed to define a first operational business strategy.

• Market Research

Market analysis, product analysis, competitors' analysis, demand and market segments analysis, analysis of potential suppliers and technical partners.

• Focus Group Discussion

Collection and sharing of all the analyses carried out with the goal of operational strategy formulation.

Implementation Services

Support in the negotiations with foreigner partners to achieve commercial agreements, technology transfer and long term relationship.

On the job Services – Supervision of the various activities

Support in the management of the new international business activity through local dedicated resources (Temporary Export Manager and Temporary Office).

SALES NETWORKS

Services dedicated to Asian SMEs for the development and the application of business strategies in the Western markets.

TEM

(Temporary Export Manager)

A manager who is dedicated to the specific development and implementation of the export network according to our customer needs.

White is a TEM services provider recognized by the Italian Ministry of Economic Development.

Custom Projects

All the business models proposed by White are defined according to the specific requirements of the customer.

Web Marketing Campaigns

White develops and manages web marketing campaigns using the most effective tools in the various international markets.

Modena and Bengaluru Temporary Offices

Our offices are available as meeting-points, "virtual subsidiaries" and administrative-directional supervision centres.

BUSINESS OPPORTUNITIES

We select and propose business opportunities characterizing our activities with a purely entrepreneurial approach.

Together with our network of contacts we organize frequent missions to Asia and incoming missions in our country.

White is associated with several entrepreneurs and professionals networks.

White operates in various sectors; among them are mechanics, hydraulics, high pressure washing systems, agricultural machineries, packaging machineries, renewable energies and construction.



White is an enterprise for the enterprises.
White means partnership!



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BUSINESS CONNECTION