



# Consultancy Services

## Company Validation Service

This is a “due diligence” research service offered to overseas companies seeking to do business in the Philippines. We have been in Asia for more than 20 years and our expatriate managers know what is wanted by others coming to do business in this region. We are here to provide practical advice and help.

Whether you are placing export orders, seeking OEM manufacturers or seeking an investment partner, finding the right business partners – and their capabilities - is a large part of the battle.

The Philippines Forum Research Team can assist you even before you arrive saving you time and money.

We will:

1. Search for companies within the specific industry sector of interest and who are either already providing the products and services required or who are capable of doing so.
2. Provide a provisional profile such companies on the basis of key company data including
  - Company size and location;
  - Experience and export capability;
  - Ownership of manufacturing plant or agent;
  - Trading record;
  - Key customers and customer experience;
  - Industry affiliations; banking etc.
3. Based on a short list selected by the client, experienced PBLF staff will visit the companies selected and make a proper assessment of the company, its performance and its key personnel. We will also take high-grade photographs of premises, product and packaging where required;
4. When required we will also obtain comparative price lists as a starting point for negotiation as well as related information such as transportation, handling, processing and other costs that may impact on the export price.
5. Where required we will arrange the visit program including airport meeting and greeting; transfers; hotel bookings; etc. We will also accompany on visits when requested.
6. Our service also includes a post-arrival briefing and information brief related to the Philippines market as well as security conditions.

### Who Needs This Service

This service is designed to assist importers who wish to source product from the Philippines and those who require an independent assessment of potential suppliers and their prices for benchmarking purposes prior to their arrival.

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