

Orta Consultants short profile

OC provides the following services

- Market Study
- Market Scan
- Match Making
- Exhibitions support
- Local representation services for foreign firms in the Spanish market (commercial/marketing/technical)
- Project/strategy implementation and follow up
- Inward Investment Promotion
- Collaboration with Business/Trade Development Agencies

All Orta services are fully backed up by a secured communication system which allow clients, associates and project related parties to be fully informed on all the project developments in Spain as soon as they happen as well as to organize project libraries in an efficient manner. Orta covers the entire Spanish territory, developing strategic alliances and network activities. Orta´s main objective is to serve its client´s international project as their Spanish extension, delivering the best of its capabilities for the overall (short/medium/long term) success of the project.

The OC personnel

- Various nationalities (currently 6) multilingual team: Spanish, English, French, Dutch, German, Swedish
- Internationally minded with excellent understanding of the Spanish business culture
- Qualified in all fields related to international business, from foreign trade and investment, business management and consultancy up to customs and logistics issues
- Well established relations with key institutions in their areas of expertise both in the public and private sectors
- Sector specialization and systems applications for the project development and follow up.
- Commercial experience with technical capabilities

Areas of expertise

Expertise is divided in clusters. Continuous research is being made in every sector in order to update our the firm knowledge on trends and new developments. This work is complemented by maintaining a close relation with key people at public and private sectors. Some of OC´s specific knowledge areas are:

- Environment
- Consumer goods
- Construction/building
- Automotive industry
- Pharmaceutical
- Aerospace
- Industrial products
- Health/Medical care
- Biotechnology

Representations

- Exclusive external representative for Spain and Portugal of the Welsh, UK Governmental Trade and Investment Agency IBW
- Exclusive consultant in Spain for the Board of Investment of Thailand
- Organizer of the Health/Medical Equipment sector trade mission program to Spain for the German Ministry of Economy in 2008
- Association with prestigious Consultancy firms in various international markets.
- Close links with key Spanish associations and Chambers of Commerce for the benefit of the represented firms/contracts

Contact information

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