



## **Global Business-to-Business Practice Group**

**Global Business-to-Business services are provided by TSG professionals in the U.S. and abroad**

Transnational Strategy Group LLC (TSG)'s Global Business-to-Business (B2B) services assist clients to find commercial partners, establish linkages and relationships and provide insights critical to business success. We advocate for clients before governments and international financial institutions.

We focus on helping clients implement a range of international market entry strategies, including:

- Export-Import
- Mergers & Acquisitions
- Joint Ventures
- Strategic Alliances
- Licensing
- Greenfield Investment
- Franchising
- Specialized/Hybrid Strategies

Our professionals include senior government officials and private sector executives in the U.S. and key markets worldwide with experience in: identification of import, export, joint venture, licensing and other partners; assistance regarding business-relevant regulations and policy concerns affecting inbound investment; advice, counsel and advocacy in negotiation with host governments at the federal and sub-federal (state) level; information on free trade agreement or other benefits available for exporters; sources of finance and in other areas.

Clients have included those in the agriculture; automotive; aviation; commodity; distance education; environment; energy/power; franchise; information and communications technologies (ICT); insurance; medical/pharmaceutical; software; textile/apparel sectors among others. We have also provided advice, counsel and advocacy services to clients on trade benefits; corporate social responsibility assignments; distressed debt; strategic positioning and political issues. TSG is

headquartered in Washington with country and regional specialists based in business capitals around the world and partner organizations in Brussels, London and Singapore.

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### **For further information**

info@transnationalstrategy.com  
+1-202-320-5499