

Foreign Business Directory User Guide

The user guide resources would depend on which country you were targeting, but some general steps are universal. Also take into account whether one has determined a specific industry sector, or if one is looking at a broader market within a country and plans to narrow down from there. So the two approaches:

- 1) a scan of a larger market or industry trends to figure out some JV sector possibilities
- 2) the exact industry or type of provider is known

Example 1: Germany JV Opportunities-Internet Resources User Guide

Business Development:

[US Commercial Service Germany](#) : The U.S. Commercial Service offers a range of programs in order to support U.S. companies searching for business partners in Germany. Programs include Market Research, Doing Business in Germany, Business Service Providers, Trade Shows and Events and Find German Business Partners

[American Chamber of Commerce in Germany](#) : a private, non-profit, bilateral economic organization that represents the interests of its 3,000 American and German members. Our mission is to further the competitiveness of Germany as an investment location, promote trade and investment between Germany and the United States and strengthen transatlantic relations.

[Germany Trade and Invest](#) : Germany Trade and Invest's mission is to promote Germany as a location for industrial and technological investments and to identify investors for the German market. The organization advises foreign companies looking to expand their business activities in the German market.

[Germany Business Directory](#) : Briefs on regulations, labor laws, foreign trade. Also provides a large directory covering many aspects of business in Germany, including media, education, lifestyle, politics etc.

Socio/Economic/Political Issues

[Federal Ministry of Economics and Technology](#) : Monthly reports analyze the situation in today's Germany and provide outlooks for the future

[Federation of German Industries](#) : Umbrella association for German business associations, industry and industry-related service providers, made up of 36 top associations for individual business sectors – information from the German economy

[OECD-Germany](#) : Quick current overview on the economic situation in Germany

[The German Chambers of Industry and Commerce](#) : The DIHK is the central organization for 80 Chambers of Industry and Commerce in Germany. All German companies registered in Germany, with the exception of handicraft businesses, the free professions and farms, are required by law to join a chamber. Coverage includes Economic Policy, Training, Innovation/Environment, Legal

[World Bank Development indicators](#) – Economic development indicators, choose by country, series and time

[Enterprise Surveys](#) - Companies around the world face a variety of obstacles when engaging in business. The costs in terms of economic growth and job creation can be enormous. This page will help you understand some of the challenges facing a business in the selected country. It is based on surveys of over 100,000 firms worldwide.

[Economist Intelligence Unit Country Briefings Germany](#) – Current economic news

[EIU Country Reports](#) (Fee-Based) - gives you an independent source to rely on when formulating strategy, deciding on investment plans and protecting your business against unexpected changes in the political or economic environment.

Industry Market Trends

[German Business Forecast Report](#) (Fee-Based) from Business Monitor International: helps businesses with German market assessment, strategic planning and decision making

[ReportLinker](#) (Fee-Based and Free) : Lists of reports by industry, both public and premium

[MarketResearch](#) (Fee-Based) : Lists of research reports by country and industry

[ResearchandMarkets](#) (Fee-Based) : Lists of research reports by country and industry

[SnapShots International](#) (Fee-Based) : Collection of over 1700 top level market research overviews across a broad range of countries and industry sectors

❖ **Risk Management and Financial Consulting Industry-Germany**

[German Finance Association](#)

[The Association of German Banks](#)

[Professional Risk Managers International Association](#) (PRIMA) - a non-profit professional association, governed by a Board of Directors directly elected by its global membership, of more than 66,135 members in 195 countries

[Frankfurt Institute for Risk Management and Regulation](#) - The Frankfurt Institute for Risk Management and Regulation (FIRM) is a cross-university institute that wants to set new standards in training and research in the field of risk management and regulation

Company Directories

[Kompas](#): international company directory. One can drill down by country, industry sector, sub-sector etc. 60 countries total

- ❖ **Financial Consulting**: provides a list of thousands of financial consulting organizations in Germany
- ❖ **Risk Management**: provides a list of over 1,000 risk management companies in Germany

[Europages](#): network of 1.5 million firms from countries across Europe and covers all sectors of activity

[KellySearch](#): 2 million companies from the UK, US, Europe, Australasia, Africa.

[Business Deutschland](#): Extensive database of German companies searchable by product, company name, Bundesland, zip code, area code and trade group. Contact details include company name, address, telephone, fax number, email address and Web URL. Available in German and English.

- ❖ **Financial Consulting and Risk Management**: Provides a list of over 800 financial consulting organizations

[Germany Business Directory](#) – Amongst other things, offers a listing of companies by industry

[MacRae's Blue Book](#) – Business database by category

[Free Directories](#) – find company directories by country, industry or keyword

[OneSource](#) (Fee-Based) - Accurate listings of over 580,000 public and private European registered companies, includes company profiles, news, business & trade articles, research reports, executive profiles, industry reports and financial health data

[SkyMinder](#) (Fee-Based) - singular in its field thanks to its ability to aggregate information sourced from many different internationally acclaimed providers and locally-based sources, and supplies online credit and business information on over 50 million companies in 230 countries.

[D&B International](#) (Fee-Based) - Using Dun & Bradstreet's WorldBase file, D&B® International Business Locator provide you one-click access to over 28 million public/private companies in over 200 countries

Example 2: General market scan in Brazil for JV opportunities: Communications, Technology Industries

Steps:

- 1) **Business Development** -For an introduction into doing business in a specific country start with some business development specialists. Generally, this type of research is a combination of secondary and primary research requiring some informational interviews:

[Brazilian Development Bank](#), BNDES is the chief federal agency for long term funding which aims to promote the Brazilian development.

[Brazil-US Business Council](#), The Brazil-U.S. Business Council is a bilateral trade organization that works to provide a high-level private sector forum for the business communities of both countries.

[Brazilian-American Chamber of Commerce](#), headquartered in New York City, the Chamber is dedicated to forging stronger trade and business ties between Brazil and the United States through seminars, major conferences, roundtables, publications and other member services.

- 2) **Socio/Economic/Political Issues**- We then want to know what environmental factors could effect a JV and which would be out of our control.

[Enterprise Surveys](#): Companies around the world face a variety of obstacles when engaging in business -- from long delays in securing permits and licenses in some countries to dealing with corrupt government officials in others. The costs in terms of economic growth and job creation can be enormous. This page will help you understand some of the challenges facing a business in the selected country. It is based on surveys of over 100,000 firms worldwide.

World Bank [Trends in Social and Economic Development](#)

[Economist Intelligence Unit Country Reports, Briefings and Statistics](#) (Fee-Based) discusses the country's population, currency, gross domestic product (GDP), inflation, political structure, economic policy issues, foreign trade, and taxation. In English

- 3) **Communications Market Trends**-This could be some historical and forecasts of technology adoption and usage in Brazil, as well as the infrastructure, outlook etc.

[World Bank Brazil Communications/Information Telecommunications infrastructure](#)

Plunkett Research: [Plunkett's E-Commerce & Internet Industry](#); [Plunkett's InfoTech, Computers & Software Industry](#) (Fee-Based)

European Intelligence Unit-[EIU: Doing eBusiness in Brazil](#)

Brasscom-[Brazilian Association of Information Technology and Communications](#)

DataMonitor-[Internet Access BRIC \(Brazil, Russia, India, China\)](#)

4) **Lists of Brazilian Companies**

[Forbes Global 2000](#)

[BrazilBiz](#)

[Directory of Brazilian Exporters](#)

[Brazilian Electrical and Electronics Industry Association](#)

[Dun&Bradstreet](#) (Fee-Based)

[Plunkett Research](#) (Fee-Based)

[Business Monitor International](#) (Fee-Based) – Brazil Telecommunications report

[BRL Finance](#) (Fee-Based): Brazilian Company Information, BRLF includes multi-year company revenue, gross profits, operating profits, net profits, total assets, and shareholders' equity.

[Brazil Business Database](#) (Fee-Based)

5) Segment by specific business classification if necessary (ICB, GICS)

Example 2: Brazilian ISPs as possible JV partners

Steps:

1)-3) same as above

4) **Brazilian ISPs**

[Brazil Internet Providers Association](#)- In Portuguese only

[Yahoo Directory: Internet Service Providers Brazil](#)

[The List: Brazil](#)

General

[Forbes Global 2000](#)

[BrazilBiz](#)

[Directory of Brazilian Exporters](#)

[Brazilian Electrical and Electronics Industry Association](#)

[Dun&Bradstreet](#) (Fee-Based)

[Plunkett Research](#) (Fee-Based)

[Business Monitor International](#) (Fee-Based) – Brazil Telecommunications report

[BRL Finance](#) (Fee-Based): Brazilian Company Information, BRLF includes multi-year company revenue, gross profits, operating profits, net profits, total assets, and shareholders' equity.

[Brazil Business Database](#) (Fee-Based)

- 5) Company Reports:** Parameters to look for include financial health (Sales, Assets, Value, whatever may be available), Ownership, Current Partnerships/Alliances, recent news of note, market size/share.

Example for Terra Networks SA:

Business Week Company Reports: [Terra Networks SA](#)

Business News Americas (BNA) : [Terra Networks Group](#) (Fee-Based)

[Goliath Business Knowledge on Demand](#)

[Hoovers](#) (Fee-Based)