



Business Development Consulting

SERVICES PORTFOLIO

Your next market. A shared path forward.

Strategy and hands-on executive support
for international business development.

Market Assessment / Validation / Implementation



New markets. Decisions that matter.

For companies from Latin America, Europe and the UAE seeking to expand across these markets.

Where should you grow?

We prioritise opportunities and markets.

What are the economics?

We assess prices, costs and commercial terms.

Who should you work with?

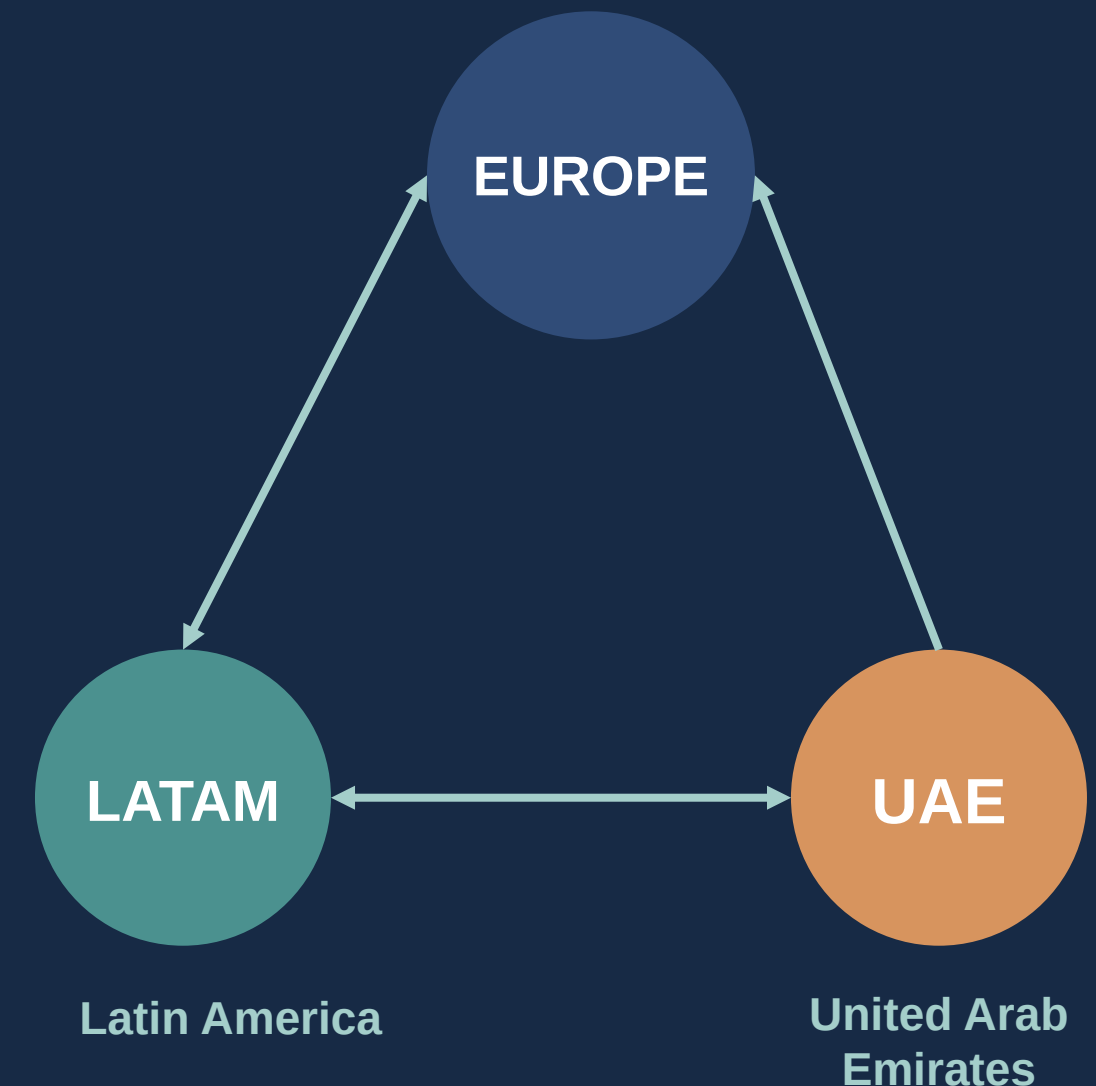
We identify customers, channels and partners.

Who puts it into action?

We support implementation and follow-up.

Your expansion, with a basis for decisions
and support to take action.

A triangle for commercial expansion



A clear route through to implementation.



Each stage can be commissioned separately, with an agreed scope, schedule and deliverables.

01 / MARKET ASSESSMENT

Where is the right opportunity?

We assess the market and the fit of your offer to focus resources on relevant opportunities.

Competitors, segments and demand signals.

Potential customers, distributors and partners.

Interviews, visits or trade fairs within the scope.

Executive report + stakeholder map

Criteria to proceed, adapt your offer or reconsider the market.



02 / MARKET VALIDATION & ENTRY STRATEGY

The opportunity, put to the test.

We test the project's commercial, financial and operational viability.

Business model + entry roadmap

Entry options, investment, milestones and responsibilities to guide decisions.

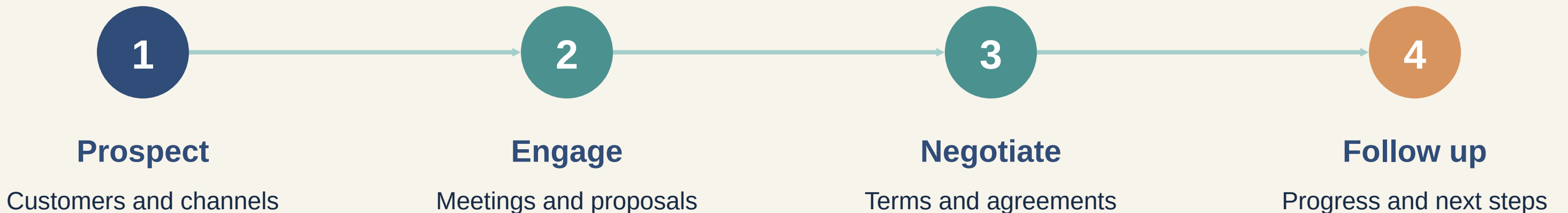
Tax, regulatory and technical requirements: coordination with specialists within the scope.
Local production where relevant.



03 / IMPLEMENTATION

Executive involvement. Commercial action.

We work alongside your company, with an agreed mandate and priorities.



Interim Country Manager

Coordinate market development, partners and specialists.
Monitor operations and report to management.

Commercial Representation

Develop opportunities and relationships with customers or distributors. Negotiate within the agreed mandate.

Ongoing support with a work plan, opportunity tracking and management reports.

Consulting capability. Operational experience.

We are BDC: an experienced consulting team combining analysis, strategy and management to support your expansion.

Automotive technology

Market entry in Colombia



Market reports, entry scenarios and business relationship development.

Engineering services

Commercial organisation and planning



Consulting reports and tools to organise commercial activity.

Visible progress. Decisions in your hands.

01

Agree

Objectives, scope, time commitment,
schedule and fees.

02

Develop

Project delivery and reports on
progress, issues and decisions
required.

03

Review

Deliverables, conclusions and the
scope of the next step.

BDC

BDC proposes, coordinates and acts within the
approved mandate.

YOUR COMPANY

Your company retains strategic, financial and contractual
decisions.

More capability for each opportunity.

Collaborations that connect specialist expertise with business development.

Specialist firms and advisers

Legal, tax, technical or logistics expertise within a coordinated project.

Consultancies and organisations

Market research and implementation support to help projects progress.

Distributors and local partners

Opportunity assessment and commercial relationship development.

Scope, client communication, confidentiality and commercial terms agreed at the outset.





Business Development Consulting

BDC

Let's discuss your next market.

Your offer. Your ambition.
Let's define the next step.

Talk to BDC

+34 657 415 833

WHATSAPP

INTERNATIONAL PRESENCE

