



WE ARE INTERNATIONAL NATIVES



www.gedeth.com



¿Por qué nosotros?



**75+ países
5 continentes**



**30+
consultores**



**1000+ clientes
satisfechos**

International Natives
significa **Ir más allá**

Las fronteras del
'*Viejo Mundo*'

Servicios para exportadores

Puedo?

- Estudio de viabilidad de internacionalización
- Formación en internacionalización



Cuándo?

- Mercado e inteligencia competitiva
- Selección de mercado



Cómo?

- Plan de internacionalización.
- Plan de marketing internacional offline/online
- Formación de empresa.
- Implementación en el extranjero.

Servicios para exportadores

Quién?

A QUIÉN CONTACTO?

- Búsqueda de Socio/Agente o cliente final



PROMOCIÓN

- Organización de agenda comercial
- Participación de ferias comerciales



SUBCONTRATACIÓN DE VENTAS

- Departamento de comercio Exterior
- Convertimos costos fijos en variables

Aceleración Internacional



**Mentoria
Internacional**



**Operaciones de
fusiones y
adquisiciones,
Brownfield**



**Implementación
en el país
objetivo
Greenfield**

Centro de investigación Gedeth



Informes y
encuestas
globales



Informes y
encuestas
globales

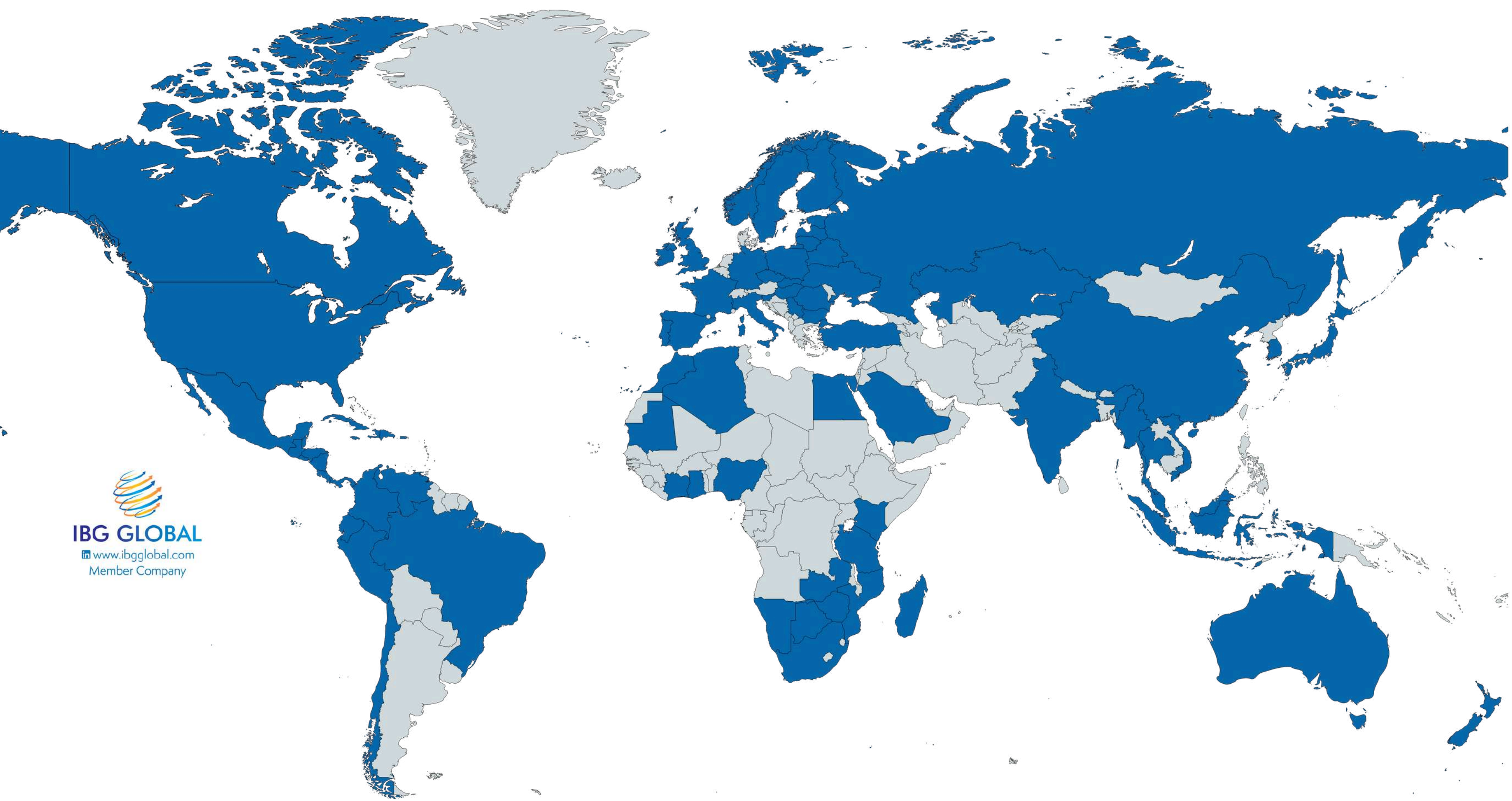


Guías de países:
Doing Business



Conferencias y
tutorías
internacionales





Member of IBG Global LLC, the world's largest network of international consultancies serving 200+ markets from offices in 53 countries. To date, member companies have successfully delivered 25,000+ market entry projects to 5,000+ clients.

Nuestro Equipo

**17 diferentes
nacionalidades**

**Altamente
calificados**

Versátiles

**20+ años de
experiencia**



Garantía de Calidad (QA)

Quality and continuous improvement is a fundamental pillar in **Gedeth Network**. That is why, since 2021, we have implemented a systematised method (**Net Promoter Score-NPS**) to know how our clients value our services.

Our Average Rating is:



9,13

*NPS: Net Promoter Score

As of July, 2023

Casos de Éxito

MISIÓN COMERCIAL ESPAÑA & PORTUGAL 2022

- 22 EMPRESAS PARTICIPANTES DE EE.UU.
- 343 REUNIONES REALIZADAS
- 76 POTENCIALES COMPRADORES ESPAÑOLES Y PORTUGUESES



*Embassy of the United States of America
Office of Agricultural Affairs
Madrid, Spain*

August 10, 2023

To Whom It May Concern,

I am writing to give my enthusiastic endorsement for the team at Gedeth Network. Their commitment to customer service, attention to detail, ability to meet tight deadlines, and comprehensive knowledge of the sector were outstanding and helped ensure that our Agribusiness Trade Mission was successful and exceeded all expectations.

I currently serve as the U.S. Department of Agriculture (USDA) representative at the U.S. Embassy in Madrid. In 2022, we contracted with Gedeth to conduct an official Agribusiness Trade Mission to help small U.S. food and beverage companies connect with interested buyers in Spain and Portugal. This enormous, five-day project involved three different official government delegations in addition to the commercial trade mission for small U.S. companies. Gedeth was responsible for planning and implementing every aspect of this Trade Mission on a very tight schedule. They designed an impressive business-to-business meeting component of the Trade Mission in which the 22 participating U.S. companies each had robust meeting agendas with Spanish and Portuguese companies and buyers. At the same time, the Gedeth team managed event logistics, which included hotel arrangements, multiple receptions, transportation, translation, site visits, and special events. They also developed design elements for the Mission such as a logo, promotional materials, and marketing.

Juan Millán and his entire team, in particular Senior Business Consultant Adela Conde and Director Gina Bowman, were tireless in their efforts to support both the U.S. companies and the official delegations throughout the weeklong event. As a result, this Trade Mission highlighted the growth potential of this market, with U.S. businesses ultimately conducting 343 meetings with 76 potential Spanish and Portuguese companies, with \$12.75 million in projected 12-month sales. Gedeth's excellent customer service, attention to detail, flexibility, and outstanding teamwork helped us not only meet but greatly exceed expectations for the Trade Mission.

I strongly recommend Gedeth Network and have already endorsed them to multiple government and private organizations seeking to conduct trade missions in Spain.

Sincerely,

A handwritten signature in black ink, appearing to read "Karisha Kuypers".

Karisha Kuypers
Agricultural Affairs Attaché to Spain and Portugal
U.S. Department of Agriculture
U.S. Embassy Madrid

Testimonios



SWISS BUSINESS HUB

Isabelle Mateos
DIRECTOR

"Gedeth provided multiple services for a Swiss company, including the identification of potential Spanish partners, the elaboration of their business agenda, and accompanying them during their business trip to Spain. Both the Swiss client and SBHS were very satisfied with their work".



GREAT LAKES

Zoë Munro
Program Director

"Gedeth Network is a key partner of GSGP, and its members, delivering a superior service to companies within the Great Lakes region that are looking to devise export development strategies and enter foreign markets with their products and services. We highly recommend their quality work and professional staff to any organization looking to utilize their services."



VEDP

Madeleine Waddoups
Global Research Manager

"As Global Research Manager, I have worked closely with Juan to request his services in Spain for companies across several sectors, including ICT, aerospace, maritime, defense, construction, and consumer products. I highly recommend his services to you, based on the consistent quality of his work, his professionalism, his experience in handling the nuances of diverse company needs, and his strong results in both market entry deliverables and matchmaking services."

Testimonios



THE OHIO BRIDGE

Jonathan Benítez
Sales Manager

"This Trade Mission was very helpful in our efforts to expand into international markets. The level of meetings has exceeded our expectations and as a result, we expect a significant increase in our export sales very soon. We greatly appreciate the support received and look forward to continuing to participate in future Trade Missions. The organizing team is of the highest level of professionalism."



T2O

Alex Ramírez,
MD USA

"The Gedeth Network team has positively helped the business development of our subsidiary in North America, providing strategic value and new business. The growth of said headquarters continues to increase. It is a robust team that shows interest and dedication to the project, with multi-disciplinary focus and adapted to market needs."



PLAIN CONCEPTS

Pablo Pelaez
CEO

"During the 2020, 2021 and 2022 financial years, The Plain Concepts group received the support of Gedeth on the provision of strategic consulting and internationalization services to open new markets. We must mention that we were very satisfied with the services provided."

Testimonios

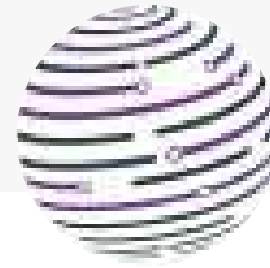


ELITE POOL COVERS

John Webb, Owner

"Gedeth was recommended by Austrade, to help us to find a dealer in Spain to distribute in the Country. Gedeth was very professional to deal with and provided an excellent business adviser whose effort exceeded all our expectations and made this project an enjoyable success.

After the appointment of a Spanish dealer Gedeth has remained an integral component in the project, I am happy to recommend Gedeth."



VIVID TECHNOLOGY

Joana Ramos
International Business Development

"Gedeth Network has demonstrated an outstanding ability to make meaningful connections and introductions of the highest level to the market as well as assisting with invaluable market research. Their service was excellent and their professionalism of a high standard. Our main contact has gone above and beyond to ensure we were fully satisfied."



PELICAN CORP

Jan-Willem Nijman
EMEA Sales Director

"We hired Gedeth to identify the potential of the Spanish market and to meet with the relevant stakeholders. The team understood perfectly our needs and showed a strong network which allowed us to meet with the key players in the Spanish market. Gedeth also went beyond the scope and provided local support for the business agendas in a very professional manner."

Cientes Satisfechos



Media



europa **press**

dir&ge
Plataforma líder del entorno directivo



el Periódico

ABC **rtve**



EL MUNDO

EL PAÍS

elEconomista.es

Expansión



CincoDías

Alimarket

Empresa exterior

DirigentesDIGITAL.COM

LA VANGUARDIA

<https://www.gedeth.com/en/press/>

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