

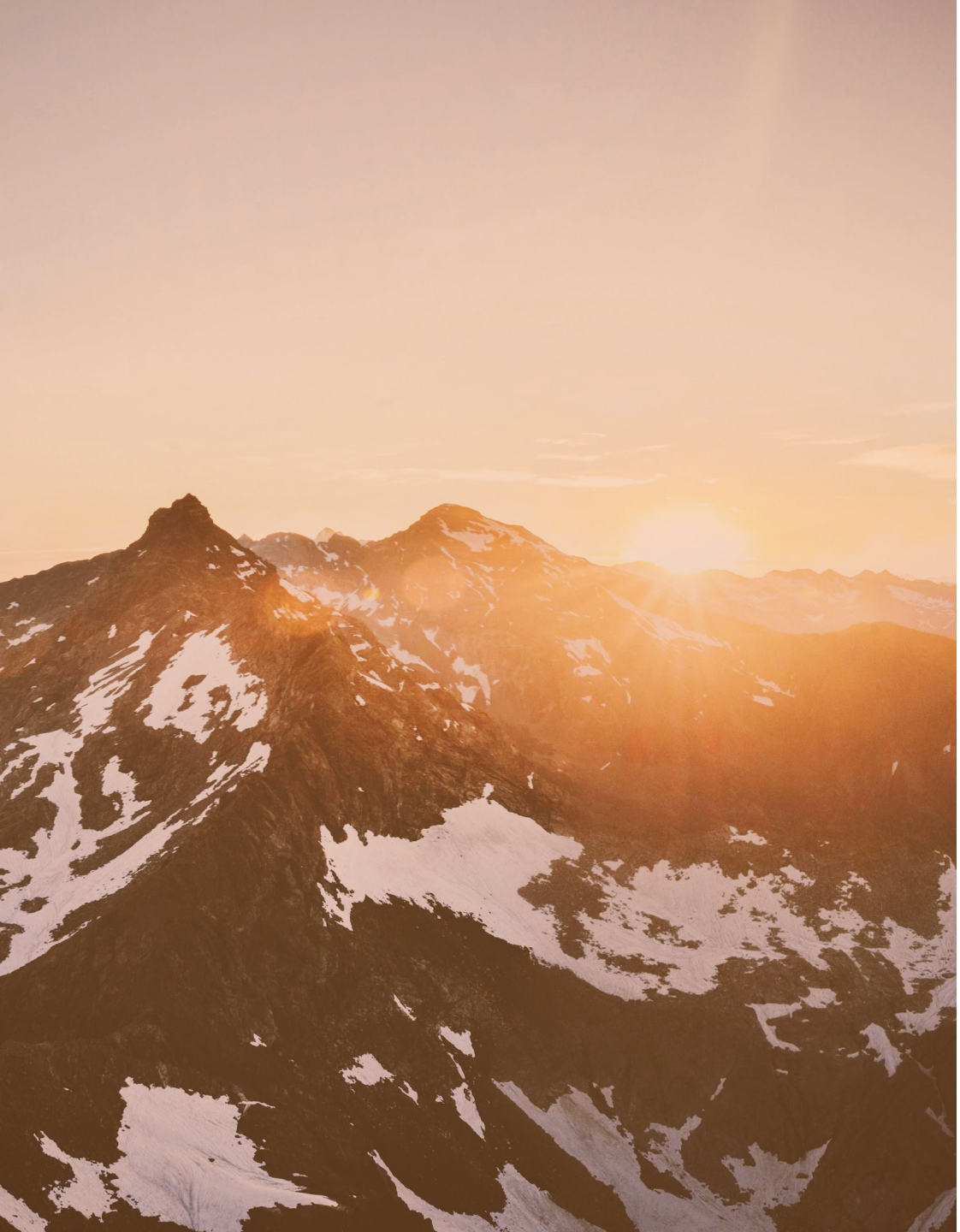
OCTAGONA

An exciting journey together



Company Profile





Octagona

An exciting journey together

We work alongside companies that, just like yours, are keen to discover new markets and derive profits from them.

With over 50 professionals working in over 40 countries, **we support you in developing your potential** and seizing the unmissable opportunities of **international markets.**

Many people in this industry are just improvisers, but not us.

We founded our company in 2002 and today, after having successfully worked on **more than 900 projects**, we have been acknowledged as **one of the leaders within the field of International Advisory services** and among the **top 5 sector-related companies in Italy.**

They believe in us

Find out more on www.octagona.com



What our clients say about us



Matteo Mantovani
CEO
NCS Lab Srl

Thanks to Octagona's valuable support, we were able to establish ourselves on the US market and wade our way through this market which not only has great potential, but also is characterised by its great complexity. Managing this activity on our own would have been both time-consuming and would have required a significant amount of human resources: for this very reason, and so as not to make any mistakes, we put ourselves in the able hands of Octagona.



Andrea Fantozzi
Chairman
Moss Srl

Despite the fact that Moss S.r.l. has been exporting to the Indian market for decades and therefore has a thorough knowledge of this market, **without the precious co-operation of Octagona, it would not have been possible to conclude this technology transfer agreement** with the local partner, since cultural differences would have proved a nightmare to overcome.



Amedeo Maccolini
CFO
Coveme Spa

The role played by Octagona has been of **paramount importance in achieving our goals**: the start-up of the new company would have been impossible without the assistance of **an experienced, helpful and flexible team, physically present on-site.**



What makes the difference

More than 750 projects have been developed in over 20 years



Customisation

Some people provide all clients with the same service, but for us, each and every one of you is unique. **Our services are “tailor-made” to suit your needs.** We listen to your needs and build the path we will pursue together.



Opportunities

We support leading **Made in Italy** companies to **seize opportunities on international markets.** We will help you achieve your goals and beat your competitors hands down.



Ethics

Our aim is to help you generate turnover and profitability from your project. We aim to achieve this without ever neglecting **clarity, transparency** and **sincerity** right from the very beginning.

Are di Business

Let's choose the destination

Our specialisation is **Business Internationalisation**, and we focus on **3 main Business Areas**.

Our aim is to work alongside you in order to overcome challenges on international markets **quickly, effectively and strategically**.

www.octagona.com



International Advisory



Temporary Export Manager



Digital Export



International Advisory

International Advisory

- If you want to strengthen your presence abroad while, at the same time, increasing the profitability of your company and are seeking an experienced partner to consolidate your business on the target market, then Octagona is your ideal partner.
- If you need to make high-profile strategic decisions and avoid making unnecessary mistakes or pursuing the wrong paths, then put your trust in us and our consultants who have been supporting entrepreneurs and companies in the implementation of their projects for years.
- If specialisation, experience and reputation make the difference in your business, so it is important for you to know that it is the same in ours: we have always invested in increasing our value and being able to provide it to our customers



International Advisory

What we do

- **Through our direct overseas offices, we are constantly monitoring international markets and relationships in order to seize every opportunity and support your business ideas.**
- **We put all our skills and experience at your disposal in order to help you find the best way forward right from the very beginning: from the initial analysis phase to the eventual decision-making phase to open a branch on the identified market.**
- **We will always be there for you, even in the most awkward of tasks, to provide support and assistance with financial, legal, tax and local staff recruitment.**

[Download the detailed International Advisory brochure](#) 



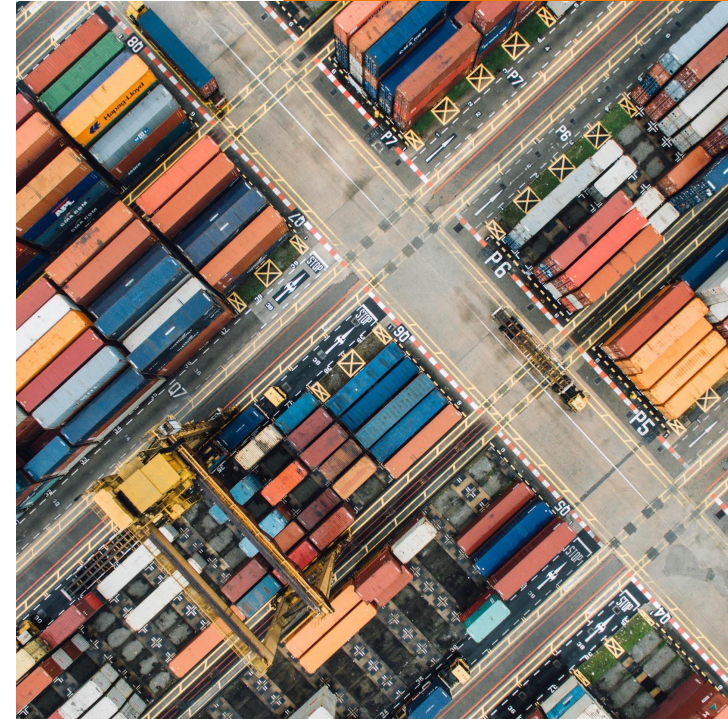
International Advisory

How we achieve our goals

- **Management Consulting:** strategic decisions alongside planning and negotiation activities that need to be made may seem complex. **We will put our experience and expertise at your disposal** as a guarantee of the success of your project
- **Legal, Tax and Financial Assistance:** We will provide you with all the support you need to achieve your goal. **There's no need for you to waste time seeking further interlocutors:** we will work alongside you also throughout these stages of your project.
- **Ongoing Operational Support:** you will never feel alone. We will work with you throughout every stage of your project, and **you can rely on our presence** not only to start this journey, but also to give your project the necessary operational continuity.

Temporary Export Manager

- **If you aim to sell abroad, explore new markets and increase your sales force to generate profits**, but you haven't yet found your way, then now is the right time to start.
- **If your products have untapped potential**, if you want to reach your target markets quickly or carry out market tests to discover new horizons, **then it is important to be assisted by a competent, result-oriented manager.**
- **Time is money** and if you don't intend to waste both time and money by using slow, costly in-house solutions or with inexperienced or poorly structured consultancy services, **it will prove to be crucial not to make any mistakes in choosing your business partner for this journey.**



Temporary Export Manager

Temporary Export Manager

What we do

We seek out new customers, build sales networks and develop defined **profitability targets** through the identification of functional sales channels and presence at company events and trade fairs. **We will support your export office and provide training** in order to transfer all the necessary skills

[Download the detailed TEM brochure](#) 



Temporary Export Manager

How we achieve your goals

- **Strategic Positioning:** we know how important it is to correctly identify both target markets and target customers for your company to avoid wasting time and money on the 'wrong markets and the wrong customers'.
- **Commercial Development:** we are experts in creating sales networks, gaining over 20 years' experience in building business relationships. We will also develop the best possible commercial network to convey your products.
- **Marketing Strategy:** we both create and manage all digital tools such as website, e-commerce, landing pages and CRM & sales automation that are of paramount importance for selling abroad and gaining new customers quickly.





Digital Export

Digital Export

- **If you would like your business to rapidly expand on markets you have not yet explored**, or if you wish to improve the profitability of markets you are already established on, **then Digital Export is the right path to choose.**
- **If you have no intention of missing out on the opportunities** that are already present on foreign markets **by making the most of** the appeal gained by **Italian-made products** alongside the positive trend this sector is experiencing, then it is crucial to act quickly.
- **If you are seeking customised solutions** as well as the possibility to start gradually, yet also to invest decisively to make the most of the immense potential of innovative online sales channels to reach many new customers, **then Octagona's customised and multi-level offers will prove to be the ideal solution.**



Digital Export

What we will do

We give added value to both your company and your products.

We will help you gain new customers in new markets and turn what may seem complex into a simple operation thanks to our many years of experience gained both online and offline.

[Download the detailed Digital Export brochure](#)





Digital Export

How we achieve your goals

- **Effective Method:** we will provide you with a tested method to quickly activate the sales of your products. **Following the fundamental analysis stage, we will build your customised business strategy** and then create and manage the required digital tools.
- **Monitoring and Control:** we never leave anything to chance, **we work with precise numbers, traceable campaigns and continuous monitoring of defined budgets.** We carry out all this in order to avoid surprises and to have a clear view of our progress.
- **Corporate Training:** In order to ensure continuity, enhance skills and guarantee a more secure future and, if necessary, **we also provide training for employees in your company in charge of Digital Export activities.**

Getting in touch

Let's choose the right path



Would you like some even more detailed information?

Write to octagona@octagona.com and we will send you the brochure dedicated to the area you are interested in, providing you with further information.



Would you like to schedule a meeting?

Write to octagona@octagona.com or call us on +39 059 9770184 and we will be happy to read about or listen to information regarding your project.



Would you like to be contacted?

Click on [this link](#) and fill in the form. One of our staff members will deal with your request as soon as possible.



Meet Octagona

Meet Octagona

Let's get to know each other better.

We invest in people, training and continuous education in order to provide you with more guarantees and specialised skills.

We do not believe those who claim they can do everything by themselves nor those who are incapable of creating prospective relationships.

www.octagona.com



Alessandro Fichera

Managing Director

After gaining **over 20 years of international experience**, he has been considered by Milano Finanza to be one of the **100 most influential businessmen** in business relations between India and Italy. He has led Octagona to be acknowledged as one of the leading International Advisory enterprises and among the **top 5 in Italy**.

He holds the position of Non- Executive Director on many Boards of Directors of Italian companies outside Italy and provides **advisory services to Italian companies investing abroad**.

He is a trainer for ICE, ISPI, CIS and for the most important internationally-recognised organisations and institutions.

Team

You can count on us wherever you are as we are present in over 40 countries worldwide. **We are experienced, multi-ethnic professionals specialising in business internationalisation.** We aim to make projects profitable. We do this by investing in the 'right people', those who are capable of making your company achieve its goals on time.

Partnership

In a world of relationships, we believe that having strong partnerships is crucial to making the difference. **Since 2017, we have developed a strong partnership with Bonfiglioli Consulting** a company that was founded in 1973, with 10 offices located worldwide and over 80 employees

Our solidity is your guarantee.

Meet Octagona



Starting our journey together

Let's schedule a meeting

Why not choose to discover the real potential of your project or business idea? Don't miss out on the opportunity of scheduling a preliminary meeting: we will listen to you so we can get to know each other better, to understand your objectives and to inform you of what we can do together.

Please click on the link below, fill in the form and one of our staff will deal with your request and contact you as soon as possible.

[Link to the form](#)

1

Call or write to us

+39 059 9770184 - octagona@octagona.com

2

Tell us about your project

3

Choose Octagona and we can start our journey together

WIDEN YOUR HORIZON

octagona@octagona.com



www.octagona.com



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