

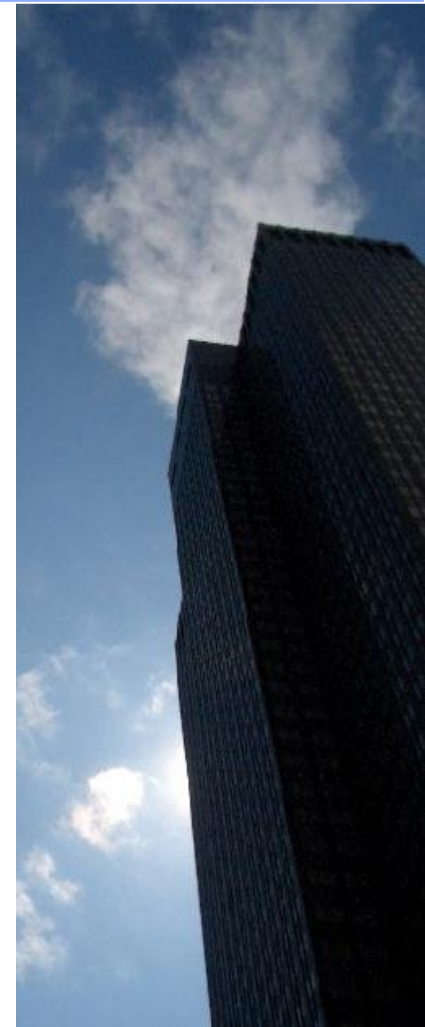


Machmer International Consulting  
**Presentation**  
2009

# Introduction to Machmer International Consulting



Machmer International Consulting is an independent **management consulting** firm located in the heart of Europe whose mission is to **develop new markets** and to provide international **business development**, marketing and partner management worldwide.



# Mission and Services



Our mission is to **respond constant to special client needs**, to guarantee more and more **services** and to ensure **information, communication, implementation and results**.

We have **partners** in Germany, United Kingdom, Italy, Sweden, India and in the USA.



## International Business Development - opening out international Markets:

- Market research and competition analysis.
- Collaboration with trade offices, organizations and embassies.
- International relations and partnerships.
- Active assistance in contacting target companies and media.
- Sales support.
- Organizing of targeted business meetings and small business events.
- Local affiliate analysis and consultancy to improve sales results.

# Marketing and Communication



- Company and product presentations
- Data Collection
- Information Technology Support



# About the founder



About **Silvia Machmer**, Founder Machmer International Consulting.

Silvia Machmer has an international background in different industry fields operating as a free lance and offering since year 2000 targeted services such as international business development, opening out of European markets, Public Relations, marketing communication and sales management.

Machmer represented a German publishing house in Italy developing the Italian market and since 2005 she has been setting up a worldwide network in the information technology and biotechnology branch, launching at the beginning of 2007 Machmer International Consulting.

Silvia Machmer has a Ph.D. in contemporary history from the University of Milan and she is an expert of East European economies.

# Partners

We are pleased to be working with the following partners:



Istituto Superiore Mario Boella



# Representative Office Beecham Research



[www.beechamresearch.com](http://www.beechamresearch.com)

April 2008 - Machmer International Consulting has assumed the **Representative Office of Beecham Research**, a leading a technology market research, analysis and consulting firm originally established in 1991 and recently re-launched under the BRL name.

Beecham Research focuses on the growing M2M (**machine-to-machine**) market and the increasing use of Remote Device Management and Services, also often referred to by terms such as: Embedded Connectivity, Embedded Networking, Remote Device Monitoring, Remote Asset Management, Pervasive Internet and Pervasive Computing.



# Contacts



Contact us for more information.  
We will help to grow your business...

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