

Business Intelligence

Business Matchmaking Services

Connecting businesses with strategic partners across Asia



Accounting and Audit • Corporate Advisory • Business Intelligence • Corporate Governance • HR and Payroll
Intellectual Property • M&A and Due Diligence • Risk Management and Compliance • Tax • Technology

Business Matchmaking Services

Making informed partner selection decisions in Asia's dynamic markets

Asia's evolving economies present significant growth potential but navigating these markets requires a nuanced approach to partner selection. Businesses seeking expansion must carefully consider local market dynamics, regulatory environments, and cultural factors unique to each jurisdiction. Identifying partners with local expertise who share aligned strategic visions is crucial for sustainable market presence.

A methodical business matchmaking approach, informed by accurate market insights and local knowledge, enables companies to mitigate entry risks while enhancing their competitive edge. This focused strategy supports businesses in establishing stable partnerships and ensures effective operational integration within Asia's diverse business environments. Our strategic matchmaking capabilities further strengthen your market position by proactively addressing industry shifts and competitive pressures.

Business intelligence services

Our business intelligence services facilitate informed partner selection by delivering tailored market insights, rigorous partner assessments, and strategic advisory. We collaborate with companies to clearly articulate their partnership objectives, utilizing targeted analysis to identify candidates that precisely match strategic and operational criteria. Our comprehensive due diligence process and coordinated partner engagements streamline decision-making, enhancing partnership quality and reliability.

Through advanced analytical frameworks and localized market expertise, we provide clarity and confidence in partner choices, improving outcomes for market entry and growth. Our detailed screening and strategic insights enable businesses to select partners who effectively support their long-term objectives across Asian markets. Additionally, our continuous monitoring and reporting ensure ongoing partner alignment with evolving market conditions, facilitating sustained competitive advantage.

How we can help your business



Customized partner search strategies



Extensive market research and analysis



Detailed partner evaluations



Comprehensive screening and due diligence



Meeting coordination and facilitation



Market intelligence and competitive analysis

Business Matchmaking Services

Customized matchmaking solutions for strategic growth in Asia

We provide tailored business matchmaking services to help companies efficiently find and establish beneficial partnerships, ensuring alignment with their strategic business objectives.

Project definition and criteria development

We collaborate closely to clearly define partnership objectives, target markets, and partner criteria tailored precisely to your strategic needs, incorporating industry best practices and recent market trends.

Partner identification and initial screening

We identify and screen potential partners using comprehensive market research, established networks, and targeted analytical methods, ensuring accuracy and efficiency in partner selection.

Detailed partner evaluations

We thoroughly analyze financial stability, market reputation, operational capabilities, and strategic compatibility of prospective partners, leveraging extensive market intelligence and data-driven insights.

Meeting coordination and facilitation

We coordinate meetings, manage logistics, and ensure productive dialogue between clients and prospective partners, fostering strong initial relationships and clear communication.

Relationship management support

We offer ongoing relationship management support, helping maintain effective partnerships aligned with strategic objectives through proactive communication and regular reviews.

Market and industry insights

We provide detailed market analyses and competitive insights to inform and guide your strategic partner decisions, enabling adaptive responses to changing market conditions.

What are the benefits?



Accelerated market entry

Rapidly establish partnerships that streamline your access to new markets.



Reduced partner risk

Detailed screening ensures reliable partnerships, safeguarding your operational stability and financial interests.



Enhanced decision-making

Leverage detailed market intelligence for confident, informed partner selections, ensuring optimal business outcomes.



Strategic alignment

Partner selections that fully align with your specific growth objectives and operational strategies, promoting sustainable success.

Client Success Stories

“ Our company had already been operating in Asia for years. However, Dezan Shira's Business Intelligence team provided us with a country benchmarking study, that led us to make key decisions with our supply chain that has since increased our company's competitiveness.



Michael Unger
Export Director Asia

“ From the complex Shanghai entity setup to tax advisory across several Asian jurisdictions, Dezan Shira & Associates provided us with value-added services that have allowed us to quickly grow and steady our business in the region.



Tilman Städter
CFO

“ We've been using Dezan Shira as our service provider for corporate compliance, including company setup, amendment, and de-registration, legal advisory concerning localized policy and regulations, labor issues, visa services, tax and accounting, payroll and HR services, and more. We chose them because they consistently deliver services with high efficiency, professionalism, and comprehensive solutions. Their attention to detail and considerate approach have earned our full trust.



Ying Sun
General Manager

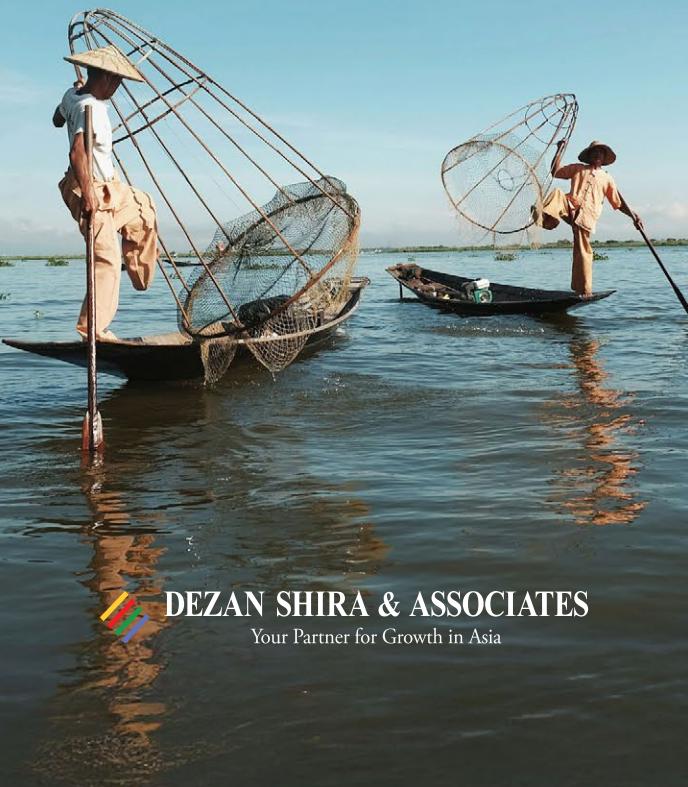
Our Clients



About Dezan Shira & Associates

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm with more than 30 years on-the-ground experience, 40 offices, and 600 professionals providing legal, tax, and operational advisory services to international businesses and investors.

Operational across Asia, the Middle East, Europe and North America, we guide companies through diverse market entry, business enablement and regulatory environments, and assist with all aspects of establishing, maintaining, and growing businesses in these regions.



Business Matchmaking Services Experts



Pritesh Samuel

Head of Business Intelligence
Business Intelligence

T: +84 28 3930 2828
E: pritesh.samuel@dezshira.com



Koushan Das

Manager
Business Intelligence

T: +91 11 4003 8905 ext. 905
E: koushan.das@dezshira.com



David Stepat

Country Director
International Business Advisory

T: +65 6789 3256
E: david.stepat@dezshira.com



Do Thanh Huyen

Manager
Business Intelligence

T: +84 28 3930 2818
E: do.huyen@dezshira.com



Jennifer Halim

Country Manager
International Business Advisory

T: +62 21 2358 4453
E: jennifer.halim@dezshira.com



Marco Förster

Director
International Business Advisory

T: +84 28 3930 2828 ext. 103
E: marco.foerster@dezshira.com



Ready to make smarter business decisions in Asia?

Connect with our experts today

China

Hong Kong SAR

hongkong@dezshira.com

Beijing

beijing@dezshira.com

Hangzhou

hangzhou@dezshira.com

Shenzhen

shenzhen@dezshira.com

Dalian

dalian@dezshira.com

Ningbo

ningbo@dezshira.com

Haikou

hainan@dezshira.com

Guangzhou

guangzhou@dezshira.com

Qingdao

qingdao@dezshira.com

Shanghai

shanghai@dezshira.com

Zhongshan

zhongshan@dezshira.com

India

Delhi

delhi@dezshira.com

Mumbai

mumbai@dezshira.com

Tianjin

tianjin@dezshira.com

Vietnam

Hanoi

hanoi@dezshira.com

Ho Chi Minh City

hcmc@dezshira.com

Da Nang

danang@dezshira.com

Dubai UAE

dubai@dezshira.com

Indonesia

indonesia@dezshira.com

Malaysia

malaysia@dezshira.com

Mongolia

mongolia@dezshira.com

Singapore

singapore@dezshira.com

Australia

australia@dezshira.com

Bangladesh

bangladesh@dezshira.com

Cambodia

cambodia@dezshira.com

Japan

japan@dezshira.com

Laos

laos@dezshira.com

Myanmar

myanmar@dezshira.com

Nepal

nepal@dezshira.com

The Philippines

philippines@dezshira.com

South Korea

southkorea@dezshira.com

Sri Lanka

srilanka@dezshira.com

Thailand

thailand@dezshira.com

Germany

germany@dezshira.com

Italy

italy@dezshira.com

United States

usa@dezshira.com

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