About Dezan Shira & Associates

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm with over 30 years on-the-ground experience, 35 offices, and 600 professionals providing legal, tax, and operational advisory to international businesses and investors.

Operational throughout ASEAN, China, and India, we guide foreign companies through Asia’s diverse market entry, business enablement and regulatory environments, and assist them with all aspects of establishing, maintaining, and growing their business operations in the region. We are your partner for growth in Asia.

Our Business Intelligence Practice

Our Business Intelligence practice provides investors the tools needed to identify valid business options and capitalize on opportunities across Asia. This includes Business Matchmaking, Location Analysis, Site Selection, Entry Strategy, and Supply Chain Engineering.

Business Matchmaking Services

Global companies today face complexities and volatilities that can drive the need for rapid changes to how and in which Asian markets they must operate in, to maximize their competitive advantages. Such changes can require identifying and building new partnerships in a foreign market, amidst limited knowledge of target environments, cultures and languages.

Our Business Matchmaking services help international companies find and engage reputable local partners that suitably match their plans, including target suppliers, distributors, retailers, and other partner types, across many key sectors.

We customize the approach of each project to meet the unique needs of the client project. Finding good potential fits begins with unique, agreed match goals and parameters, such as target company size, location, capacity of manufacturing or import/export, and product portfolio, plus other detailed factors. Next, our teams’ research expertise, networks and facilitation capabilities are applied to the project, gathering feedback and delivering progress through each stage until the target outcome is met: The right partner identified, and with parties in agreement regarding business goals, capacity, and mutually aligned benefits.

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Our Matchmaking Advantages

Serving 3,000 clients across Asia gives us depth of experience across sectors, robust networks, and the resources needed to fast-track your partner search.

Three decades of on-the-ground expertise in helping companies address international partnership challenges across markets, languages, and cultures.

Our unique multi-disciplinary expertise enables us to go beyond basic business intelligence and partnering needs, providing a full range of PEO, legal, tax, and operational corporate support services.

What Our Clients Say

“Dezan Shira has played a crucial role in helping our China expansion, through careful planning, in-person meetings, and qualitative strategic advice. We were delighted to close the circle with Dezan Shira’s help.”

Andreas Kam,
Director of Sales Asia Pacific

“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.”

Micheal Unger,
Export Director Asia

“We’ve been a client of Dezan Shira’s for 25 years, from setting up companies, to back-office services. Many “big 8” firms think they specialize in Asia, Dezan Shira is the only firm that I know of with the breadth, depth, and expertise across the region.”

Stephen M. Morris,
COO, Asia Operations

Project Definition
- Understand project goals.
- Confirm scope, analysis and project timelines.
- Create workplan scope and evaluation criteria.

Long List Development
- Conduct initial screening of target companies.
- Develop long list of potential partners for client.

Outreach & Evaluation
- Contact shortlist to identify level of interest.
- Clarify outstanding data.
- Provide match report with partner summary profiles.

Meeting Facilitation
- Facilitate meetings coordination with short list finalists.
- Provide optional meeting support.

Sector Specializations
- Electronics
- Digital Technology
- Machinery
- Manufacturing
- Textiles
- Education
- Automotive
- Healthcare
- ICT
- Food and Beverage

> Accounting
> Audit and Risk Advisory
> Tax Advisory
> Business Intelligence
> Corporate Establishment
> Outbound Direct Investment
> HR and Payroll
> Recruitment and PEO
> Technology
> Due Diligence
> Mergers and Acquisitions
> Intellectual Property