



CASE STUDY

STRATEGIC SUPPORT/ IMPLEMENTATION

As a foreign European company wishing to establish itself in North America, and considering its limited knowledge of the Canadian business, financial and governmental environment and ecosystem, KM mandated Quentus to offer a **local presence** that would **support** the company in all of its **pre-investment activities**, from the **feasibility study to the strategic institutional and governmental financing**, to the **post-investment monitoring**.

QUENTUS - THE APPROACH

Representing foreign companies locally, and thanks to its experience and know-how in **developing subsidiaries, industrial and governmental joint ventures**, its access to **a vast financial, governmental and Canadian and international business network**, through its involvement of strategic players such as governmental and economic development agencies, Quentus facilitates the realization and financing of investment projects by :

- Local steering and structuring of activities preliminary to an investment and implementation
- Coordination and follow-up of feasibility studies with professional firms
- Identification and approach of acquisition opportunities and development of partnerships
- High-level relations and deployment of communications with government authorities
- Structuring of files and requests to governments and institutions
- Strategic institutional and governmental financing

THE BENEFITS

Through its experience in setting up subsidiaries and joint ventures, Quentus' strategic support has helped **accelerate and structure an approach** in the implementation and financing of large projects, as well as the development of strategic and institutional partnerships.

With more than 25 years of experience in assisting foreign companies in the implementation phase and through its presence at the international level, Quentus **accelerates the implementation process and maximizes the level of commitment** of government and institutional organizations.

Its unique experience at the governmental and corporate level in the **structuring of implementation projects**, and through the contribution of collaborators who have worked at the ministerial and senior public service levels, provide companies with an **up-to-date economic, sectorial and business Canadian government perspective**, and helps foster an optimal implementation process.

For an evaluation of the potential of your project, we invite you to contact us:

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