

# TTE GULF CASE STUDIES



DUBAI | RIYADH | CAIRO





# TTE Gulf Case Studies

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## Partner Search

**Products:** Fillers and plasters

**Industry:** Industrial Coating/Manufacturing

**Objective:** A European leader for walls and ceilings preparation fillers dedicated to building professionals and DIY consumers for levelling, renovating and filling holes. The company was looking for a partner in the UAE to manufacture its products locally.

**Target Country:** United Arab Emirates 

**Result:** TTE Gulf was able to shortlist different potential partners that will manufacture the client's product. Identified a partner according to their qualification of the standard of the factory. After the client selected and signed an agreement with the partner, they benefitted not only to lessen the cost of the production but also from the fees for transferring and logistic process of the product.





# TTE Gulf Case Studies

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Business Setup/ Executive Search/ Account Service 

**Products:** Weighing Solution

**Industry:** Industrial

**Objective:** With Headquarters in France, a company with product ranges of weighing solutions for food, agriculture, quarrying, mining, and waste management planned to open a branch in the United Arab Emirates. Prior to opening a local office, the company needed someone who will manage the sales and operations in the region. **100 Million EURO company turnover.**

**Target Country:** United Arab Emirates, East and South Africa  

**Result:** TTE Gulf with expertise in hiring top executives, managed to recruit highly capable professional among the thousands of applicants. The General Manager handling the Middle East & East Africa market coordinated the opening of the company with the help of TTE GULF.

Continuously, the Bookkeeping and Accounting of the company were handled by TTE GULF. Thanks to their full trust in our services. After a year of operation, the client decided to hire again another Sales Manager who is an engineer in profession. The qualification process has been very tough but TTE Gulf successfully recruited the Manager covering South Africa and Nigeria.

TTE GULF is very honoured because, prior to establishing their business and up to date, they continue to choose us as their partner in all the services they required.





# TTE Gulf Case Studies

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Tender Support 

**Products:** Cable Transport

**Industry:** Industrial

**Objective:** A France based manufacturer specializing in ropeway transport systems carrying passengers and goods would like to adhere to the demand on their market by submitting a tender offer and implementing the mandatory requirements. **450 Million EURO company turnover.**

**Target Country:** United Arab Emirates 

**Result:** TTE GULF assisted the client during their strategic tendering phase by executing the required task and process for the Dubai Blue Water project. The mission was successful as the client was able to secure the tender and won the bidding with the high-valued contracts during 2019. The estimated value is between 50 and 100 Million US Dollars and it was a significant contribution to the company's Revenue





# TTE Gulf Case Studies

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## Moroccan Trade Delegation



**Products:** Internet and computer-based technology

**Industry:** Information and Communications Technology

**Objective:** The association of ICT and non-profit public organization in Morocco that is backed-up by the department that handles the trade launched a mission in the UAE. The Mission includes meeting with the Top Management / Authorities in the UAE.

**Target Country:** United Arab Emirates



**Result:** TTE GULF did not only organize meetings with different public entities but also conducted a training with the Head of the participating group about “Intercultural & Exploration of Middle East and on How to Set-up Business in the UAE”. The Moroccan Executives/participants met the top management/ officials of organizations and governing bodies such as in Dubai Internet City, Dubai Department of Economic Development, Dubai Silicon Oasis, Dubai Media City and Dubai Outsource Zone. During their stay, it contributed a great value on the objective of the mission and the participants gave a highest rating to TTE GULF service. The results of the meetings gave them a chance to meet top officials and discuss on possible business opportunities as well as synergies and potential cooperation.





# TTE Gulf Case Studies

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## Payroll Solution/Executive

**Products:** Social Listening Platform

**Industry:** Media

**Objective:** A United Kingdom based company would like to hire someone who will manage and deal with their clients in UAE. Since they don't have a local office, they are looking for a solutions where the person who will be hired could get a legal permits to work in the United Arab Emirates.

**Target Country:** United Arab Emirates 

**Result:** As one of the specialty of TTE GULF to hire the most suitable employees for new job positions, the client choose the team for their requirement. TTE GULF offered a solution where the newly hired candidate can work legally in the UAE.

TTE GULF was able to fulfill the company's exact requirements and provided the newly hired employee with UAE Residence Visa under TTE sponsorship and continuously processed the monthly salary and other benefits. The solution was able to manage by TTE GULF through a Payroll Solution Contract with the client's Headquarter Office.



# TTE Gulf Case Studies

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## Market Research



**Products:** Control Devices and Energy Management System

**Industry:** Management System/Test technology

**Objective:** A Korean company that develops a products that integrates and manages air conditioner, lighting and blinds .The company planned to make products preferably in the Middle East and would like to export their products.

**Target Country:** United Arab Emirates and Kuwait  

**Result:** The study includes the acceptance of new technologies and usage of smart control devices. The result of the studies were the client's guide to develop a product according to Middle East market with the help of the conducted study by TTE GULF.





# TTE Gulf Case Studies

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Company Formation/Account Service/ Payroll



**Products:** Artificial Intelligence/Integrator

**Industry:** Software

**Objective:** A French company and a major player in value-added IT services and software aim to occupy a strategic position in its differentiated approach to global firms. The company would like to open a branch office in Dubai Free Zone. One of their targets is to find a local sponsor for opening a Limited Liability Company (LLC) where they could transact with the government Authorities. **1.2**

**Billion EURO company turnover.**

**Target Country:** United Arab Emirates 

**Result:** TTE GULF supported the client on their objective. The company was able to trade directly with the local market as a result of the assistance of TTE GULF to create two companies in the UAE. As an outcome of satisfaction and full trust of the client with TTE GULF, the services were extended through managing their Bookkeeping, Accounting and payroll aside from processing of the visa of all their staff in the UAE and as well as their families.





# TTE Gulf Case Studies

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## Distributor Search

**Products:** Seeds

**Industry:** Agriculture

**Objective:** A French company specializing in breeding and producing tropicalized vegetable seed distributes and sell seeds mainly in Western and Central Africa, Maghreb countries, Middle East countries and Caribbean islands. The company would like to expand their market in other countries.

**Target Country:** Iraq and Kingdom of Saudi Arabia  

**Result:** TTE Gulf identified potential distributors in key cities of Iraq and KSA.

As we expected, we faced difficulties entering Iraqi market, we were able to Shortlist and validate different distributors, 3 for Iraq and 4 for KSA.

The client was very satisfied to the distributors because they required and we identified who have excellent network with the end-users, the farmers.





# TTE Gulf Case Studies

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## Saudi Trade Delegation



**Products:** Various (Building materials, Dairy / Juices / F&B goods, condiments, textile, plastic packaging, cyber security, plant machines, Street Poles, fiber optics, water tanks, wood joinery, Water Treatment Equipment & Services, meter boxes, factory machines for F&B Gas cylinders, steel gate, valves, tents, sleeping bags, outdoor furniture, picnic bags, etc.

**Industry:** Steel, Information Technology, Machine, Transport, Consumer Goods/  
Food, Engineering, Construction, etc.

**Objective:** To arrange B2B Meetings to 27 various companies from Saudi Arabia. The initiative trade visit was supported by Saudi Arabia Government Authorities developing Small and Medium Enterprises.

**Target Country:** United Arab Emirates, Egypt and Kuwait



**Result:** In less than a month of contacting various companies, TTE Gulf was able to organize more than 150 meetings to 3 different countries. The short period of time to prepare was not a hindrance to have a success trade visit and negotiated with their products and services.





# TTE Gulf Case Studies

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## Commercial Development

**Products:** Ice Compression / Cryotherapy

**Industry:** Healthcare

**Objective:** A manufacturer of cryotherapy or ice compression medical device envisions to enter the UAE market. TTE Gulf helps the company in expanding their business by means of finding the right partner and good distributor which may help them in fulfilling this business venture.

**Target Country:** United Arab Emirates 

**Result:** Their product is quite new in the market but through TTE Gulf's assistance, their company was able to expedite the introduction, establish good network and connection with possible distributors in the region. During the company's President visit in UAE we were able to set up 6 productive meetings mainly in Abu Dhabi and Dubai with their possible distributors and he selected the best one.





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## B2B Meeting

**Products:** Smart Light, Wheelchair, Chalk/school supplies, Cosmetics, Furniture, Virtual Sport, Hearing Aid, Artificial Turf, Medical Apparatus, Door knobs, etc.

**Industry:** Healthcare, Furniture / Furnishings, Building Materials, etc.

**Objective:** Ten (10) different Korean companies for 2 consecutive years (2018 and 2019) aimed to meet several companies during the organized visit in the United Arab Emirates which is supported by Sponsored by The South Korea Ministry of SMEs and Startups.

**Target Country:** United Arab Emirates 

**Result:** TTE GULF organized the hotel accommodation of the participants, venue of the event and the meetings of each company. The participating companies were very delighted with the outcome of the event. The location and service of the hotel and their staffs were outstanding and the UAE companies they meet where productive.





# TTE Gulf Case Studies

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## B2B Meeting



**Products:** Fruit and vegetable/Perishable Goods

**Industry:** Food/Consumer

**Objective:** Ten (10) Moroccan companies exhibited during the World of Perishables held in the World Trade Center, UAE and they would like to meet different supermarket and trading companies.

**Target Country:** United Arab Emirates 

**Result:** TTE GULF has been keen in identifying reputed companies according to client's requirement. The Moroccan participating companies were very happy on the result of TTE GULF service as they meet different UAE companies more than they expected.







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