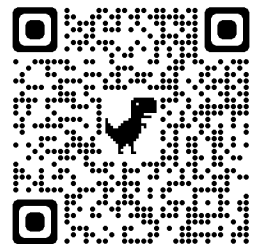


COMPANY PROFILE



CORPORATE SERVICES AND BUSINESS
STRATEGY FOR COMPANIES EXPANDING INTO
QATAR, SPAIN AND MIDDLE EAST.

Company web



WHERE DATA, PEOPLE AND IDEAS
CONNECT.

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About ENCIRCLE BUSINESS SOLUTIONS

Our Services



30+
Clients



2
Countries



15+
Services

Services Overview



Company Set Up



Digitalization



Business Planning &
Feasibility Study



Data Analysis



Regulatory



Process & Analysis



Eco-Transformation
Consultancy



Accounting Advice



Strategic Growth & Tender
Support



Price & Cost Optimization



Risk Management



Financial Reporting



Government Liaison Office
(PRO) Advice



Forecasting & Modeling



Market Entry



Business
Administration

Industries We Serve



General Trading and
Contracting



Smart Cities



Information
Technology (IT)



Energy & Natural
Resources



Environment &
Sustainability



Government &
Public Sector



Sports



Management &
Business Consulting



Finance, Accounting &
Investment



Startups



Events



HOW WE HELP



WHO WE ARE

We are a diverse, multinational team of corporate services and business strategy specialists with experience in a wide range of economic sectors. Our mission is to facilitate the international expansion of companies through a professional approach, simplifying growth challenges and improving operational efficiency.



With over a decade of dedicated experience in the Qatari market, our on-site team's presence positions us uniquely and favorably to serve as strategic partners in guiding our clients through their expansion and growth endeavors within the country. Additionally, we've diligently cultivated an extensive network of reliable local partners, effectively relieving concerns, streamlining processes, and minimizing the expenses associated with relocating existing employees.

CORPORATE SERVICES



COMPANY SET UP

Business Setup and Expansion: Assist in the establishment of new businesses in Qatar, including company registration, obtaining trade licenses, and setting up local partnerships if necessary.

On-the-Ground Presence: Our dedicated team is on-site to assist clients in planning, initiating, controlling, and ensuring the success of their business venture.

BUSINESS ADMINISTRATION

Efficient Operations: We enhance business administration by helping establish reliable people and systems, optimizing company management.

Simplifying Bureaucracy: We manage the necessary paperwork, sparing our clients from the complexities of red tape.


Streamlined Services: Benefit from our outsourcing solutions for company payroll, visas, licensing, and government services.

CORPORATE SERVICES





REGULATORY

 **Regulatory Compliance Assessment:** Conduct a comprehensive assessment of relevant regulations and compliance requirements that impact your industry and business operations.

 **Compliance Strategy:** Develop a clear regulatory compliance strategy that outlines the necessary steps and measures to ensure adherence to regulations.

 **Gap Analysis:** Identify gaps in your current compliance processes and develop action plans to address and rectify any deficiencies.


 **Documentation and Reporting:** Create robust documentation and reporting processes to maintain compliance records and demonstrate adherence to regulatory requirements.


 **Employee Document Preparation:** Handle the preparation and management of employee-related documents to ensure compliance with regulatory requirements, such as employment contracts, work permits, and visas.


CORPORATE SERVICES





GOVERNMENT LIAISON OFFICE (PRO) ADVICE


 **Regulatory Compliance:** Ensure that the client's operations and activities comply with all relevant government regulations, laws, and requirements in Qatar.


 **Documentation and Licensing:** Assist in the preparation and submission of necessary documents, applications, and licensing requirements to the Qatari government agencies.

 **Government Relations:** Build and maintain positive relationships with government authorities, departments, and officials to facilitate smoother interactions and expedite approvals.


 **Permit and Visa Services:** Provide support in obtaining permits, visas, and residency documents for employees, investors, and other stakeholders.

 **Policy Monitoring:** Keep abreast of changes in government policies, laws, and regulations that may affect the client's business and provide timely updates and advice.

 **Government Support:** Advocate on behalf of the client to relevant government bodies to address concerns, propose reforms, or seek support for specific initiatives.

 **Data Privacy and Security:** Ensure compliance with data privacy and cybersecurity regulations, particularly in industries that handle sensitive information.


 **Reporting and Compliance Tracking:** Maintain records, reports, and documentation to demonstrate compliance and to keep the client informed about the status of government-related affairs.


 **Multilingual Capabilities:** Ensure the team has proficiency in both English and Arabic, as communication in Arabic is often required for government interactions in Qatar.


CONSULTING SERVICES



STRATEGIC GROWTH & TENDER SUPPORT

 **Market Expertise:** Our extensive knowledge of the market brings added value to your growth journey. We offer insights, trends, and opportunities that go beyond the ordinary, providing a competitive edge in your strategic planning and bidding efforts.


 **Client-Centered Approach:** Our focus is on nurturing your business's growth and success.


 **Strategic Planning:** Develop customized strategies that align with your goals, leveraging reliable market insights.

 **Navigating Tenders:** We assist in navigating the complexities of country tenders, ensuring compliance and competitiveness.

 **Tailored Solutions:** Craft tailored proposals to maximize your chances of securing lucrative opportunities.

DIGITALIZATION

 **Digital Strategy:** Develop a digitalization strategy that aligns with your business goals, including objectives for adopting digital technologies.

 **Technology Assessment:** Evaluate the current technology infrastructure and identify areas where digitalization can bring improvements.





 **Digital Transformation Plan:** Create a detailed plan for implementing digital solutions, including software, automation, and e-commerce platforms.

 **Change Management:** Develop strategies for managing organizational change and training employees to adapt to digital tools and processes.





CONSULTING SERVICES



ECO-TRANSFORMATION

-  **Environmental Impact Assessment:** Conduct an assessment of your current environmental impact, including carbon footprint and resource consumption.
-  **Sustainability Strategy:** Develop a sustainability strategy that outlines goals for reducing environmental impact, adopting eco-friendly practices, and promoting sustainability.
-  **Eco-Friendly Practices:** Implement eco-friendly practices, such as waste reduction, energy efficiency, and sustainable sourcing of materials.
-  **Sustainability Reporting:** Prepare sustainability reports that document your company's eco-transformation efforts and achievements.




RISK MANAGEMENT

-  **Risk Assessment:** Identify potential risks to your business, including financial, operational, legal, and market risks.
-  **Risk Analysis:** Analyze the identified risks, assess their impact and likelihood, and prioritize them based on their severity.
-  **Risk Mitigation Plan:** Develop risk mitigation plans that outline strategies for reducing or managing identified risks.
-  **Risk Monitoring:** Implement ongoing risk monitoring and reporting mechanisms to ensure that risk management strategies remain effective.




BUSINESS STRATEGY





FORECASTING & MODELING

-  **Continuous Vigilance:** Maintain real-time forecasts for KPIs, financials, and cash flows to ensure targets are met.
-  **Informed Projections:** Estimate future results based on historical data and deep business knowledge, ensuring effective cash control for upcoming needs.
-  **Sensitivity Analysis:** Perform sensitivity analysis to assess how changes in key variables affect financial performance.

MARKET ENTRY

-  **Market Research:** Conduct comprehensive market research to identify opportunities, challenges, and potential entry points in your target market.
-  **Competitive Analysis:** Analyze competitors' strategies, market positioning, and strengths and weaknesses to identify your competitive edge.
-  **Market Entry Strategy:** Develop a tailored market entry strategy that includes market segmentation, target audience, and market positioning.


BUSINESS PLANNING

-  **Strategic Vision:** Develop a long-term business plan with ambitious yet reliable estimations, backed by various scenarios.
-  **Financial Precision:** Generate financial forecasts rooted in historical data and future objectives, while offering insights into key growth drivers, employee management, and expenses.


BUSINESS STRATEGY




PROCESS & ANALYSIS

 **Efficient Operations:** Create and scale invoicing, payment, and accounting processes, optimizing cash and currency management.

 **Structural Excellence:** Streamline the finance department and its functions for enhanced efficiency.

 **Data at a Glance:** Implement dashboards to track key KPIs, enabling informed decision-making.

 **Scenario Planning:** Develop "what-if" scenarios before crucial business decisions to mitigate risks.

 **Performance Metrics:** Define key performance indicators (KPIs) and develop dashboards for real-time monitoring.

 **Predictive Analytics:** Utilize predictive analytics to make data-driven forecasts and identify trends for strategic decision-making.

BUSINESS STRATEGY



PRICE & COST OPTIMIZATION

💰 Cost Analysis: Conduct a thorough analysis of your costs, identifying areas where cost reductions or efficiencies can be achieved.

\$ Pricing Strategy: Develop a pricing strategy that considers market conditions, competitors, and value proposition to maximize profitability.

📊 Cost Reduction Plans: Create actionable cost reduction plans to optimize your cost structure while maintaining quality.

📈 Pricing Models: Design pricing models that allow for dynamic pricing adjustments based on market dynamics.

FEASIBILITY STUDY


🌐 Exploring Opportunities: We pinpoint the right opportunities and construct a robust financial framework to assess the feasibility of your business ventures abroad, mitigating foreign market risks.


🇮🇹 Comprehensive Business Plans: Our team prepares detailed business plans, equipping you with the essential data and insights necessary to present to potential investors and governmental institutions.

FINANCIAL ADVISORY




ACCOUNTING ADVICE

 **Financial Assessment:** Conduct a thorough analysis of the client's financial situation, including the review of income statements, balance sheets, and cash flow statements.

 **Financial Strategy:** Develop a financial strategy that aligns with the client's financial goals, including budgeting, investment planning, and debt management.

 **Tax Planning:** Provide tax planning and optimization strategies to minimize tax liabilities while complying with tax laws.


 **Accounting Process Improvement:** Identify areas for process improvement in the client's accounting and financial management systems.


FINANCIAL REPORTING

 **Data-Driven Decisions:** Share insights and data with clients, empowering them to anticipate the outcomes of their decisions and strategies.

 **Actionable Recommendations:** Propose actions and improvements in both business and economic aspects, while establishing key insights and growth targets.

DATA ANALYSIS

 **Data Analysis:** Apply statistical and data analysis techniques to gain insights into trends, patterns, and actionable information.

 **Data Visualization:** Create interactive data visualizations and dashboards to make complex data more understandable and actionable.

 **Data-driven Decision Support:** Provide data-driven insights and recommendations to support client decision-making processes.

About ENCIRCLE BUSINESS SOLUTIONS


Some of our References





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