

SERVICE OVERVIEW

How we support your expansion

International Business Gateway Munich supports international companies throughout their expansion journey - from initial market exploration and business establishment to market entry, business development and long-term growth.

One accountable local operating partner

We combine core services delivered directly by IBG with specialist professional services provided through trusted partners. You may engage us for individual workstreams or ask us to coordinate an integrated expansion mandate.

IBG CORE SERVICES

Directly delivered by IBG

Market Entry Strategy	We help define the practical route into the German and European market - assessing market opportunity, positioning, entry approach, customer landscape, partners and the steps required to move from ambition to execution.
Entity Setup & Structuring	We support the design and establishment of your local business presence, coordinate the incorporation process and help structure governance, responsibilities and the interfaces required for local operations.
Governance & Compliance Coordination	We help establish workable governance structures, responsibilities and decision processes and coordinate the legal, regulatory and compliance workstreams required for your business in Germany and Europe.
Business Development & Sales Support	We support the development of customers, channels and commercial partnerships - from identifying and qualifying opportunities to introductions, local follow-up and ongoing business development.
Project & Partner Coordination	International expansion involves multiple parallel workstreams. We coordinate internal teams, professional advisers and local partners, manage interfaces and timelines, and drive progress while keeping responsibilities transparent.
Administrative & Organisational Support	We help put the practical infrastructure around your local activities in place - from business address and office requirements to banking, administrative processes and coordination of recurring operational needs.
Institutional & Innovation Relations	We connect clients with relevant universities, research organisations, public institutions, innovation networks and industry organisations, helping them build the relationships that support market access and long-term development.

IBG-MANAGED PROFESSIONAL SERVICES

Delivered with trusted partners

Some workstreams require regulated or highly specialised professional expertise. Where this is the case, we bring in qualified independent partners, coordinate the interfaces and keep the overall expansion project aligned.

Legal Advisory	Corporate, commercial and employment-related legal support delivered by internationally experienced qualified legal partners, coordinated with the wider market-entry and operating setup.
Notarial Services	Coordination of notarial steps required for incorporation, corporate changes and other formal transactions, including preparation and scheduling with the relevant parties.
Tax Advisory	Tax structuring, registration and ongoing tax advisory provided by internationally experienced qualified tax professionals and integrated with the client's wider business setup.
Accounting & Payroll	Setup and ongoing coordination of accounting, bookkeeping and payroll processes through experienced local providers.
HR & Recruiting	Support with recruiting, employment setup and local HR requirements, using specialist partners where required.
Audit	Access to qualified audit partners for statutory or transaction-related audit requirements.
Immigration & Visa Support	Provide local support for visa, residence and immigration matters for founders, executives, employees and accompanying family members where applicable.
Banking	Support in establishing local banking relationships, opening business accounts and coordinating banking requirements as part of the overall setup.
Insurance	Coordination of appropriate corporate and management insurance solutions with local insurance partners experienced in international business.

IBG remains the coordinating commercial interface while specialist services are delivered directly by the respective qualified partners.

TYPICAL ENGAGEMENT MODELS

Different starting points. One coordinated approach.

These are typical ways in which clients may work with IBG. They are examples rather than rigid packages; the scope is built around your objectives and situation.

Soft Landing	For companies exploring the German or European market and preparing their first local activities. Typical support may include initial market orientation, business address and office solutions, banking introductions, visa support and local coordination.
Business Establishment	For companies setting up a legal and operational presence. Typical support may include entity setup, governance, banking and tax coordination, compliance planning, office infrastructure and administrative setup.
Market Entry	For companies preparing commercial launch and customer development. Typical support may include market-entry strategy, customer and partner identification, distributor search, business development support and local representation.
Business Growth	For companies already established and looking to deepen their market presence. Typical support may include executive introductions, strategic partnerships, institutional relations, university access, investor connections and ongoing business development.
Ongoing Local Support	For companies that need a reliable local interface without immediately building a full internal organisation. Typical support may include partner coordination, governance support, business development, representation and recurring management communication.

Every international expansion is different.

We start with your objectives and build the right combination of IBG capabilities and specialist partners for your specific situation.

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