

Country Risk Assessment



- Identify risks associated with doing business in a foreign country
- Discover barriers to your potential overseas operations
- Project future risks due to changing political and legal climate
- Determine if outsourcing or offshoring is right for you

Entering new markets is a critical in the growth strategy of many of today's organizations. For others, domestic growth is reliant on the sourcing of manufacturing, materials and labor from outside of our borders. Calculating the risks of these endeavors has never been more important.

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Country Risk Assessment

Gateway Management offers a full **Country Risk Assessment** solution for small and medium sized companies looking to enter new markets as well as organizations who have been doing business in a foreign market for some time. The solution includes an analysis of all operations associated with doing business in a foreign country. This in-depth analysis considers all of the risks and red flags that might be inhibitory to accomplishing goals both domestically and abroad.

The Gateway Management **Country Risk Assessment** is a cost-effective method for small and medium sized companies to determine if a global strategy is right for them. After an in-person or on-line evaluation has been conducted, our experienced partners and analysts will begin to develop the assessment, eventually bringing the results to key managers for in-depth discussion.

For New Market Entrants:

Whether bringing a product or service into a new market or looking to source capabilities from abroad, it is imperative that organizations understand the full scope of risks associated with doing business in a particular foreign country. Gateway Management's Country Risk Assessment maps these risks, categorizes them in terms of importance and provides organizations with a complete risk dossier for doing a certain type of business in a specific country or regional bloc.

For Established Cross-Border Commerce & Sourcing:

New developments in international business are constant and ongoing. Therefore it is important for organizations that have been in foreign markets to update their strategy to mitigate associated risks. For those organizations that are already in a foreign market, this assessment will consider new developments, analyze the approach, scrutinize the partnerships and processes and develop a full report that includes veiled red flags.

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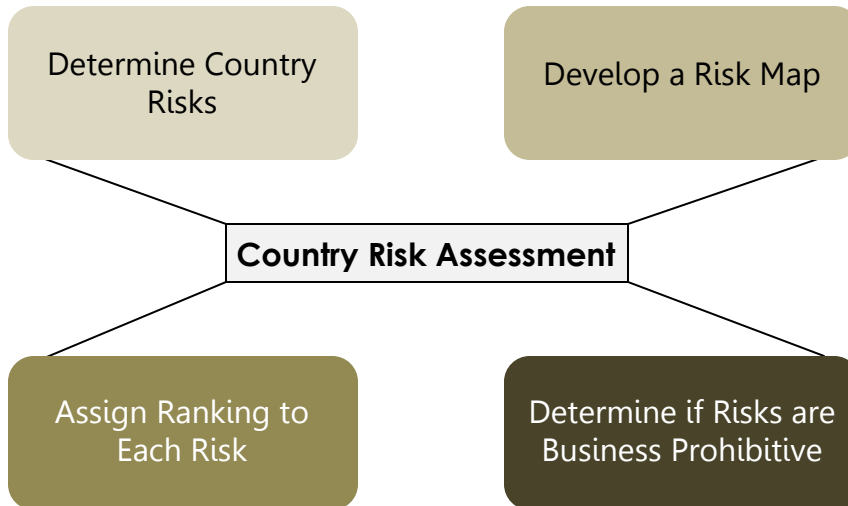
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Country Risk Assessment

What is a Country Risk Assessment?

Country risks are potentially adverse effects on your business operations and performance caused by nuances in a country's legal, social and political environments. Companies use a Country Risk Assessment to identify and map potential threats to trade and investment activities.



What Operations Should Include a Country Risk Assessment?

- **Outsourcing** – using the expertise and labor of another country's workforce for manufacturing and services provided.
- **Offshoring** – relocating manufacturing or process centers in a foreign country.
- **Sourcing** – procuring products or resources from an overseas supplier.
- **Investment** – any transfer of capital to a foreign stakeholder for ownership rights.
- **Market Entry** – any proposed offering of a product or service to an international customer.
- **Licensing** – allowing a foreign provider lease patented or intellectual property for sale and distribution abroad.

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Gateway Management is available to discuss your needs today. Please contact us so that we can determine if our Country Risk Assessment solution is right for you.

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Pricing

Pricing for a country risk assessment is variable depending on the complexity of your organization's needs. Gateway Management has developed this solution to cost-effective, while at the same time being customized to fit our clients' needs.

Inquire

Call or email us to schedule an appointment to discuss the exact requirements of your organization. Working with our extensive network of knowledge experts, we will determine the best solution to address your organization's needs. Following this assessment, Gateway Management will provide a draft proposal for your review.

Important Risk Areas Include

Labor Risk: Organizations who outsource or offshore human resources in either a service or manufacturing capacity need to know the risks associated with international labor.

Financial & Investment Risks: Financial risks include fluctuating exchange rates, but also banking in a host country and transferring of funds across borders. Furthermore, there are many risks associated with investments made abroad.

Taxes and Tariffs: Costs of importing, exporting, earning profits and hiring employees can be prohibitively high. All organizations doing international business should know these cost factors that will affect them.

Intellectual Property (IP) Risk: Many countries have lax intellectual property governance that can prove costly for organizations looking to do business there. Organizations should know not only how IP is viewed in a host country but also what are the effects of having IP used illicitly.

Political Risk: Political risk can take the form of political instability, a new political party taking power or deteriorating relations between a foreign country and the United States. It is crucial for organizations to know how these align to their business goals.

Cultural Risk: Often overlooked, not having a full grasp on both the business and societal cultures in a foreign country can affect negotiating, sales and marketing and labor management when doing business abroad.

Partnership Risk: Partners are sure to be the most valuable stakeholders when doing business in a foreign country. Because of this, partners can be a key determinant in international business success.

Environmental Risk: Many firms who are operating in a foreign country do not have a full understanding of the environmental impact of their actions. Knowing all of the environmental outcomes will mitigate future cost and reputational risks.

Domestic Law Risk: Domestic laws have to be abided even when doing business in a foreign country.

Foreign Law Risk: In many countries, laws that govern foreign businesses change rapidly. More than ever companies need fully understand which laws are going to be most relevant to their operations.

Corruption Risk: Corruption is a major issue when doing business abroad.