



LIGHTHOUSE

from idea to business

Since 1999, Lighthouse provides hands-on business support, management services and strategic advice to companies active on the Russian market. Every year, Lighthouse supports over 150 companies and organizations with their activities on the Russian market.

Lighthouse offers:

Market
Entry

Business
Establishment

Project
Management

Strategic
Advice

Commercial &
Sales Support

The Lighthouse team provides companies with all the services needed to make their Russian business a success. Lighthouse solves the problems its clients face from the moment of their first visit to Russia up to the moment of doing concrete business there. Lighthouse adds value to the activities of its clients through its local presence, its hands-on experience and its in-depth knowledge of the Russian business environment.

5 reasons to work with us:

1. A mix of Western and Russian staff, with a strong affinity with Russia
2. A team with a practical, problem solving attitude combined with a strong analytical basis
3. Tailor made approach, also for small and medium size businesses
4. One-stop-shop for all challenges related to activities in Russia
5. Strong presence in Russia for over 10 years with its Moscow based office

The Lighthouse team has a strong track record in Retail, Consumer Goods, Manufacturing, Agribusiness, Food Processing, Energy and Oil and Gas. Moreover, in its 10-year experience, there is almost no sector in which Lighthouse has not been active.

CONTACT US TO FIND OUT WHAT LIGHTHOUSE CAN DO FOR YOU

first one-hour consult is free of charge

Lighthouse: your business partner in Russia

We approach your business as we approach our own

References

Business establishment:

Marnix van der Moolen, Promocean (2008)

"To start a new company in Russia is close to impossible without local support you can fully trust. Lighthouse did give this support to Promocean. All issues related to the establishment of our company were solved in a very smooth way by the team of Lighthouse. Legal support, search for employees, finding a location and many more was all operated by Lighthouse. A job well done!!"

Matchmaking:

Paul Verlinden, Royal Metaalunie (2008)

"In my role as organizer for an EVD trade mission to Moscow with 17 of our members, I was very happy to see that we can rely on such great support from a professional organization that helps Dutch companies in realizing their goals on the Russian market. I will definitely be in touch with Lighthouse the next time Moscow is on our agenda."

Some examples of projects

Market entry: Lutèce (2009)

Lutèce is a modern, market-oriented organization specialized in the processing of mushrooms into a broad range of products. Lighthouse developed a number of practical, step-by-step market entry scenarios based on a combination of interviews with relevant market players and desk research. Based on one of the scenarios, Lutèce established an office in Moscow and appointed a local representative.

Project management: The Andrei Konchalovsky Production Centre (2008)

Lighthouse provided the project management for the establishment of a biological farm in the Kaluga region. The farm produces high quality veal for the well known Russian brand 'Edim Doma'. Lighthouse formed a consortium of the Dutch and Russian partners, attracted external finance and got the project on the list of projects supported by the Russian National Agricultural Project. During the implementation phase Lighthouse coordinated the strategic and financial planning, formed a motivated team and managed the full cycle of construction and field work (including the import of the agricultural equipment). In a short period the farm was revived from bankruptcy and the base for further development was established.

Business establishment: Booking.com (2008)

For Booking.com, Europe's leading online hotel reservations agency, Lighthouse set up a fully functioning office from scratch in Moscow. Lighthouse was, among others, responsible for the registration of the representative office, office search and staff search. Within only two months, Booking.com was able to start operations from its office in Moscow with 6 employees.

Strategic advice: Bison (2005)

Faced with declining sales Bison, a producer of adhesives and sealants, addressed to Lighthouse for a solution. Lighthouse prepared a bench mark study of all potential distributors on the Russian market and did a due diligence of Bison's existing distributor. Lighthouse made concrete suggestions for improving the results of the existing distributor rather than advising to change the distributor. Bison decided to renew its relation with its distributors and is now again successfully working with them. Sales doubled one year after the recommendations were implemented.

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