

AVRASKA İŞ GELİŞTİRME VE YÖNETİM DANIŞMANLIĞI LTD.ŞTİ.

ABOUT US

Our values, methodology, core competence and services

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Content

ABOUT US.....	3
OUR VALUES	3
Customer Satisfaction:	3
Networking:.....	3
Speed (act with speed):.....	3
Unity:.....	3
Transparency:.....	3
Reveal:.....	3
Knowledge:.....	3
Excellence:.....	4
Accuracy:	4
Competence:	4
People:.....	4
METHODOLOGY.....	4
Research:.....	4
Innovation:	4
Interviewing:	4
Analytical approach:.....	5
Planning:.....	5
Customization:	5
PACITY& CORE COMPETENCE	5
Optimization:.....	5
Enthusiasm:.....	5
Multilingual service:	5
Esteemed experience:.....	5
Location:.....	5
OUR SERVICES	6
Strategy and Management Consultancy:.....	6
Marketing and Business Development Consultancy:.....	6
Corporate Finance Consulting:.....	6
LIST of SERVICES	7
Sales & Marketing Consultancy:.....	7
Business Development Consultancy:	7
Business Administration Consultancy:	7
Financial Administration Consultancy:.....	7
REFERENCES:	8
CONTACT INFORMATION:	8

ABOUT US

Our company, Avraska İş Geliştirme ve Yönetim Danışmanlığı Ltd.Şti., is established in 2012 and provide with his over ten years experience international business development, marketing and management consultancy to increase the company value of both the foreign and domestic companies on their operations in Turkey and abroad.

OUR VALUES

Customer Satisfaction:

We are dedicated to satisfy our customers. We believe in respecting our customers, listening to their requests and understanding their expectations. We strive to exceed their expectations in affordability, quality and on-time delivery. Since the customer-satisfaction is our final goal we are ready to share all our information in each step of research with our customer and will continue to analyze the report till our customers will get satisfied fully.

Networking:

Network of associates allowing flexible work, load and access to expertise.

Speed (act with speed):

We must avoid bureaucratic delays. We must be agile enough to act as fast as possible since time is one of the most precious asset.

Unity:

We act with unity in all we do. Our team is personally accountable for the highest standards of behavior, including honesty and fairness in all aspects of our work. We fulfill our commitments as responsible citizens and employees.

Transparency:

Transparent project work structure and planning

Reveal:

We aim to gather and reveal all the information as much as possible. We analyze the information in the proper way to fulfill the expectations of our customer. Aiming to give always the highest service quality to our customers, Avraska İş Geliştirme ve Yönetim Danışmanlığı Ltd.Şti. monitors always the Turkish market. In this respect we attend the meetings of chambers of trade, follow the reports of sectorial organizations, and are member of national press releases.

Knowledge:

Our power comes from the talented people who make up our company. By cooperating and sharing our knowledge with each other seamlessly across organizations, we can make our company even stronger.

Excellence:

We take responsibility for quality. Our products and services will be the “best in class” in terms of value received for the money paid. We will deliver excellence, strive for continuous improvement and respond vigorously to change. Each of us is responsible for the quality of whatever we do.

Accuracy:

Avraska İş Geliştirme ve Yönetim Danışmanlığı Ltd.Şti. writes the reports always after the scientific criteria. In this respect we mention always the source of the information where we gathered it. Our sources are always well-known, reliable which are accepted in the market. In order to get the final conclusion we compare always the same information by different sources; only if this information matches each other we accept this information as accurate and use for the report.

Competence:

This means being trained and experienced to offer the level, depth, and range of services that are promised. Each member of our team provides the consultancy service in the area where he is specialized.

People:

We value our people. We treat one another with respect and take pride in the significant contributions that come from the diversity of individuals and ideas. Our continued success requires us to provide the education and development needed to help our people grow. We are committed to openness and trust in all relationships.

METHODOLOGY**Research:**

Analytical Model/Analysis is a vital part in each step of research process to evaluate whether the information is beneficial or not. Research is applied with comprehensive search, such as national& local press releases, sectorial associations, publications, state sources, chambers of commerce.

Innovation:

World economy is in a period of time where there are fundamental changes& improvements. As a result of technological developments, the global economy is getting unique and the rules of competition are rewritten. In order to adapt to this sharp, intense competition; the notion “innovation” must be a keyword of the companies.

Interviewing:

Target oriented Face-to-Face& phone interviews with: market experts, trend-setters, suppliers, customers, competitors, partner candidates

Analytical approach:

As a part of life, the basic rules in the economic environment run after “cause-effect” relations as well. In order to adopt the proper decisions, all the data must be evaluated according to the scientific facts and the reasons of each decision must be clarified.

Planning:

In order to provide the optimum work for our client, we should clarify the content of our consultancy work step by step and need to get the acceptance by our client.

Customization:

Customer satisfaction is our ultimate goal, and in this respect we accept each of our clients separately and give our best to meet his expectations. We never follow a consultancy approach to prepare standardized reports, rather each of our client’s expectations, requirements, targets guide our works.

PACITY& CORE COMPETENCE**Optimization:**

Customer satisfaction is our ultimate goal, and in this respect we give all our effort to meet the optimum result which will satisfy our client’s expectations.

Enthusiasm:

We believe that to provide the optimum effectiveness, quality of any work, doing the job which a human really likes& enjoy is crucial. In this respect our teammates are consultants who feel enthusiasm, enjoy against their jobs besides their professional abilities.

Multilingual service:

We live in a global world where the borders are getting rid of. To be able to think and act as a global human plays a crucial role to get success in the business world, and in this respect we provide consultancy service to our clients in Turkish, English, German and French languages.

Esteemed experience:

Our teammates have strong educational background in their specialized fields, and practiced these into the business experience with the esteemed clients in their sectors.

Location:

There are fundamental changes in the global economy and the eastern part of the world attract the interest of big capitals in increasing steps. In this respect, Turkey’s cultural, geographical and economical level of integrations with big capital enables to be a new center for new economy.

OUR SERVICES

Strategy and Management Consultancy:

Providing consultancy service to the companies for determining the company objectives and the related strategies needed to achieve those objectives; through keeping constantly under control the company's business, the related sector and the new business opportunities as well.

Marketing and Business Development Consultancy:

Providing consultancy service to the companies to ensure they reach the optimum sales and profitability targets through performing alternative markets research; determining the optimum production, sales and marketing models which is shaped by competitor and product analysis.

Corporate Finance Consulting:

Aiming of increasing the company's value; providing the optimum product price & profitability levels, establishing the appropriate financial model, coordinating the operational cash flow.

LIST of SERVICES

Sales & Marketing Consultancy:

- Market Research & Assessments
- Sales & Marketing Plan Development
- 4P and 4C Analysis
- Distribution Channel Analysis
- Customer Analysis
- Consumer Behaviors Analysis
- Competitor Analysis
- Market Segmentation
- Initial local warehousing
- Industry Analysis
- Business Partner Search & Identification
- Distributor Search
- Customer Search
- Identification Of Customer Targets
- Brand Search / Brand Management
- Marketing Innovation

Business Development Consultancy:

- Opportunity Identification
- Business Intelligence
- Project Management
- Value Creation Process
- Business Model Development
- Mergers & Acquisitions (M & A)
- Data Gathering (Mining)
- Identifying New Trends And Developments
- Country Analysis
- Business Culture Analysis
- Investment Projects / Feasibility
- Business Model Innovation
- Product Innovation
- Cost Innovation

Business Administration Consultancy:

- Supply Chain Management (SCM)
- Team Management
- Management Innovation
- Organizational Restructuring
- Sales Force Training
- Import / Export Consultancy
- Company Representation
- Relationship Building
- Arranging Visits For Principals

Financial Administration Consultancy:

- Receivables Follow – Up
- Accounting Management
- Book Keeping & Payroll
- Commercial Due – Diligence
- Strategic Investment Advisory
- Legal Advice
- Company Formations
- Business & Commercial Laws

REFERENCES:

Regarding the reference list, please contact our company at info@avraska.com.tr

CONTACT INFORMATION:

Address: Zafer Sokak No:22/2 Atalar Mah. Kartal 34862 Istanbul TÜRKİYE

Web Page: www.avraska.com.tr

E-mail: info@avraska.com.tr

Phone: 0090 216 3891644

Mobile: 0090 530 3808780