

# ZEELAND PortNews

Covering Zeeland's North Sea Ports  
of Vlissingen and Terneuzen

## FLOURISHING HUB FOR FOOD LOGISTICS

### 12 | Dry Bulk

Expertise and  
available facilities

### 24 | Simulated Success

Multiraship continues  
investments

### 28 | Shipping Giant to Vlissingen

CMA CGM expand  
service line with weekly call

# Expanding Abroad

How does one best approach a new business venture overseas? Usually, the answer would be to collect as much information as possible, understand the local market including competitor analysis, recognize stakeholders involved, and obtain insight into local regulations and customs processes.

These are just a few preliminary steps to get started. However, what if the country or region for this venture was a high-risk or challenging area not allowing for these steps to be taken? And what if your obtained information is biased or manipulated, maybe even on purpose? This is where Triangular Group Information and Networking Services B.V. (TGINT) comes in.

## Maximising Opportunities Abroad

As a strategic partner, TGINT provides reliable and accurate evaluations of potential opportunities and risk assessments. This partnership delivers a customised service package that aims to maximise growth, to reduce risks and to optimise the decision-making processes, allowing for intelligence led, commercially sound assessments.

Founded in 2014, TGINT's service is unique for the Dutch market and aims to assist Dutch businesses aiming to operate or expand abroad. TGINT's services can be utilised worldwide with a unique specialisation in what is known as 'Challenging Environments'. Besides this global service, TGINT's clients benefit directly from its exclusive access to top-level decision-makers, investors and other key players in the Lusophone countries (former Portuguese colonies), the Gulf Council Countries, Ghana and Cote d'Ivoire. "The ability to develop a strong network of stakeholders sets TGINT's services apart and allows for an accurate assessment

of political integrity, regional stability and economic potential," says TGINT Managing Partner Ray Klaassens.

## World-wide Partner

Klaassens is one of three managing partners of the Triangular Group, who direct both TGINT and Proximities Development Group (PDG) which focuses on crisis and risk management. With more than 50 years of service as officers in the Dutch Special Forces Regiment and the Dutch Intelligence Services between them, they have led many politically sensitive and high-risk operations throughout Africa, Middle East, Central Asia and Eastern Europe. "The intelligence products and strategic advice on offer are a direct result from our expertise," states Klaassens.

[WWW.TGINT.NET](http://WWW.TGINT.NET)

TGINT MANAGING PARTNER  
RAY KLAASSENS





## Track Record

- Offshore Oil & Gas Company (Angola) – in-depth market review from August to December 2014.
- Tobacco Company (Eastern Europe) – assessed business position of a major tobacco production company in Eastern Europe in February/ March 2015.
- Engineering Company (South-East Asia) – Market research on possible local partnerships for a leader in the engineering industry.
- Construction Company (Russia) – Currently engaged in an Exclusive Research project on behalf of a leading construction company to assess the Russian market with a focus on the volatile economic and (geo-) political situation.
- Competitive Intelligence (Europe) – Engaged in a tailored Competitive Intelligence project in the spring of 2015 on behalf of a trading company to illustrate the strengths and weaknesses of a main competitor.
- Due Diligence (Middle East) – In July 2015, TGINT conducted a concise Due Diligence on behalf of a scientific company in relation to a potential investor from the Middle-East.

“ The ability to develop a strong network of stakeholders allows for an accurate assessment of political integrity, regional stability and economic potential.

