

BUSINESS SUCCESS THROUGH CROSS-CULTURE THINKING



SBS

systems for business solutions



SERVICES & PROJECTS

with a focus on international business development

COMPANY PROFILE

2024



sbsbusiness.eu

ABOUT US

SBS systems for business solutions GmbH is a private consulting company for international business development with locations in Berlin, Munich, Rome and Bucharest.

All SBS offices are staffed with multilingual and professional employees who are experienced in dealing with intercultural work environments.

Since 1999, SBS has been successfully developing, designing, and implementing individual internationalization strategies for German medium-sized companies and advising them on their worldwide export activities. SBS is also specialized in the Italian and DACH markets and supports small and medium-sized German and Italian companies in the distribution of their products and services in these markets.

Since 2006, SBS has been a proven service provider of the German Federal Ministry of Economics and Climate Protection (BMWK) in various foreign trade promotion programs. In addition, SBS has been working for the Federal Ministry of Food and Agriculture (BMEL) since 2015. In total, SBS has been able to organize more than 300 projects worldwide for both ministries. An overview of current and already completed projects can be found on our project homepage at www.germantech.org.

In 2017, the Italian office in Rome received the title "Temporary Export Manager" (TEM) from the Italian Ministry of Economic Development (MISE), which entitles SBS to develop export strategies for those Italian SMEs that have received grants from the Italian government to establish and expand their foreign business.

In Italy, SBS has also been supporting the members of "Servizi Confindustria Bergamo", the Italian business association of the Bergamo region since 2015, and the member companies of Camera di Commercio di Reggio Emilia, the Chamber of Commerce of the province of Reggio Emilia in Emilia-Romagna, in developing the German-speaking markets (DACH) since 2022.



IMPORTANT MILESTONES

Federal Ministry for Economic Affairs and Climate Action (BMWK), Germany

Since 2006 SBS has been working for the German Federal Ministry for Economic Affairs and Climate Action. We have successfully won tenders and subsequently organized projects in over 70 different countries on all 5 continents. The sectors we cover include, but are not limited to, the following:

- Automotive
- Civil and General Aviation
- Construction Industry
- Cosmetics and Detergents
- Healthcare, E-health, Pharmaceuticals,
- ICT, Software
- Industry 4.0, Automation
- Leisure and Sports Industry
- Mechanical Engineering
- Maritime Industry
- Railway technologies
- Robotics
- Security technologies, Cyber-security
- Smart mobility, E-mobility, Transport & Logistics
- Smart city
- Start-ups
- Textile Industry
- Waste Management & Recycling

Federal Office for Agriculture and Food (BLE), Germany

Since 2015, SBS has also been working for the German Federal Ministry of Food and Agriculture (BMEL). Here, SBS was initially awarded a contract for consulting, conception, and implementation of business trips for German SMEs until 2021. This accreditation was successfully renewed in 2021 so SBS is currently one of five approved service providers for the implementation of these global business trips and projects of the BMEL. From 2019-2021, accreditation was also granted for the organization and coordination of foreign institutional official trips to Germany.

German Environment Agency (UBA), Germany

In 2020, SBS has been awarded a contract by the Federal Environment Agency (UBA) for the preparation, implementation, and follow-up of the international virtual conference "5th European Resources Forum 2020" (ERF 2020), an event on climate protection, sustainability, and resource conservation. With almost 550 guests, 79 speakers, and 20 student reporters from over 50 countries, the conference was successfully held in November 2020.

In 2022, SBS has again been commissioned by the Federal Environment Agency (UBA) to support the organizational preparation, implementation, and follow-up of the 6th European Resources Forum.

6 REASONS TO CHOOSE SBS AS YOUR PARTNER



Multilingual Staff & Intercultural Consulting

All of our offices are staffed with multilingual and qualified professionals who are experienced in dealing with international work environments and provide expert and intercultural consulting services.



Preliminary Target Market Analysis

In order to provide you with the best possible assessment of your actual market entry opportunities, we conduct a detailed and preparatory target market analysis at the beginning of each project.



Established Database

We have a database with over 30,000 company contacts. This includes, among other data, many direct contacts of key decision-makers and multipliers in the Italian business community.



Graphic Design

We offer an internal graphic department, which supports you in the creation of communication materials, e.g. brochures, product catalogs, or your web presence.



Individual Consulting

Depending on the project goal, we develop an individual strategy for your company to open up the target market, create a target-oriented B2B meeting agenda with potential partners and customers, and offer you professional support with offers and negotiations.



Follow-up

Even after the project has been completed, we will continue to support you with follow-up activities of the newly acquired contacts and the consolidation of existing business relationships.



SBS BUSINESS GROUP



GERMANY

SBS systems for business solutions GmbH is a consulting company specialized in the internationalization of companies, based in Munich and Berlin. Since 1999, SBS has been successfully developing, designing, and implementing individual internationalization strategies for Italian and German companies and institutions and advising them on their worldwide export activities. SBS is particularly specialized in the Italian market and supports companies and institutions from the D-A-CH region in selling their products and services on the Italian market.



ITALY

SB Solutions Scrl based in Rome, is a strategic internationalization consulting company. The office is staffed with highly experienced and professional personnel, capable of operating in multilingual and intercultural working environments. SB has been successfully developing, planning, and implementing international business events, workshops, B2B meetings, and individual strategies for small and medium-sized enterprises since 1999. SB is specialized in the German-speaking markets, supporting Italian companies in selling their products and services in these markets.



ROMANIA

Systems for Business Solutions SRL is a consulting company based in Bucharest, specializing in the development, planning, and implementation of internationalization strategies. The office supports Romanian small and medium-sized enterprises entering the D-A-CH and Italian markets as well as German and Italian SMEs aiming to export their technology, know-how, and services to the Romanian market. In doing so, Systems for Business Solutions SRL cooperates with the German and Italian subsidiaries at the planning and operational level.



SBS BUSINESS PROJECTS



Export promotion on behalf of the BMWK

Since 2006, the SBS GmbH has been implementing export promotion projects on behalf of the German Federal Ministry of Economic Affairs and Climate Action (BMWK) and supports German SMEs in entering foreign markets worldwide. An overview of current, as well as already completed promotion projects, can be found on our project homepage at www.germantech.org



Establishing international partnerships free of charge

The network aims to bring German companies together with foreign distribution partners or foreign start-ups and thereby offers support in establishing international cooperations.

Foreign distributors or start-ups that would like to cooperate with German companies or a German company that is looking for a sales partner abroad can join the international community and promote their products and technologies or their services for free.



Export promotion on behalf of the BMEL

Since 2015, SBS GmbH has also been working for the German Federal Ministry of Food and Agriculture (BMEL).

Here, initially, until 2021, a contract was awarded for consulting, conception, and implementation of business trips for German SMEs on behalf of the BMEL. This accreditation was successfully renewed at the beginning of 2021 so SBS is currently one of five authorized service providers for the implementation of these global business trips and projects of the BMEL.



EXPORT OPPORTUNITIES

Individual business trips/Virtual meetings

Target group: Open to all companies

Target market: Italy, Romania, Germany (D), Austria (A), Switzerland (CH)

Objective: Individual business entry strategy

Duration: 3-5 days

For individual companies, we can organize market entry strategies for the Italian, Romanian or D-A-CH markets. These market entry strategies include services such as personal market analysis, the creation of a company profile in German, Romanian or Italian (with graphics), and direct marketing activities. The goal is to organize a 3-5 day business trip (physical or virtual) with several B2B meetings with interested companies, institutions, buyers, and distributors, according to your personal target customer preferences. Translation services and follow-up activities are part of the strategy as well as accompanying/assisting you to/during the business meetings.

Trade fair agenda & support

Target group: Open to all companies

Target market: Italy, Romania, Germany (D), Austria (A), Switzerland (CH)

Objective: Fair support

Duration: Period of the fair + Follow up

For individual companies, we offer support around trade fair activities on the Italian, Romanian or D-A-CH market. This includes the creation of communication materials for the fair, as well as the creation of a database of suitable contacts and the corresponding organization of B2B meetings with these companies at the client's stand.

Accompaniment to the trade fair itself and linguistic support is also offered, as is the follow-up of trade fair contacts.



EXPORT OPPORTUNITIES

BMWK-Business development trip

Geschäftsanbahnung (GAB)

Target group: German companies

Target market: Worldwide

Objective: Entry into or expansion of foreign markets

Duration: 5 days

The project includes a company trip with a local presentation event where the participating German companies can present their products, technologies, and potential areas of cooperation to a target country audience and subsequently have contact discussions with foreign participants. In addition, group visits to the headquarters of potential business contacts allow the German companies to get an idea of the situation, expand their network and establish appropriate contacts. Other core elements of the project include the organization of one-on-one meetings (B2B) with potential business contacts on-site and the preparation of a comprehensive target market analysis. The focus is on the concrete initiation of business between domestic and foreign companies.

BMWK-Market Exploration trip

Markterkundungsreise (MEK)

Target group: German companies

Target market: Worldwide, emerging or developing economies

Objective: Entry into emerging markets or market segments

Duration: 4-5 days

Market exploration trips focus on exploring business opportunities in difficult or new markets or market segments, often in emerging or developing economies. Local and German experts provide on-site information for market access, such as: political and legal framework conditions, market opportunities and market development, import regulations, norms, taxes, etc. In addition, contacts with local multipliers, authorities, public institutions, and business partners are provided, as well as technical visits to reference projects or companies organized. This module can be combined with a visit to a trade fair or other events.



EXPORT OPPORTUNITIES

BMWK-Exhibition trip

Leistungsschau (LES)

Target group: German companies

Target market: Worldwide

Objective: Expansion of foreign business

Duration: 4-5 days

The exhibition trip is a business trip with a symposium. It offers German companies the opportunity to present products, services, possible areas of cooperation, and examples of problem solutions to foreign trade visitors at a symposium in the target country. Experts also provide information on the capabilities of the respective industry in Germany. The aim is to show the entire value chain that German manufacturers can cover. Discussions between German and foreign participants as well as contacts with important players are part of the event. Object and reference visits as well as a project magazine in the national language round off the program.

BMWK-Information Event

Informationsveranstaltung (IFV)

Target group: German companies

Target market: Worldwide (Event in Germany)

Objective: Information about new markets or new market segments

Duration: 1 day

These one-day information events in Germany are aimed at small and medium-sized enterprises (SMEs) that are interested in expanding their export activities or are looking for new markets or new market segments. Expert speakers from Germany or the target country give a first glimpse of the target market, providing general information on the economic relationship to Germany, political and legal framework conditions, concrete market situation and opportunities, trends, trading conditions, technical prerequisites and procedures.



EXPORT OPPORTUNITIES

BMWK-Information trip for buyers and multipliers

*Informationsreise für Einkäufer*innen und Multiplikatoren*innen (IFR)*

Target group: German companies

Target market: Worldwide (Event in Germany)

Objective: Contact initiation

Duration: 3-4 days

This project is focused on an incoming delegation of foreign buyers and multipliers from the business and political sector to Germany. Their main goal is to receive information on the productive efficiency of German companies and to source new suppliers. This is accomplished by a combination of presentations and information events and company visits. The German companies can introduce their products and services free of charge, present reference projects, and establish contacts with actors from abroad.

BMWK-Innovation tour

Innovationstour (IVT)

Target group: German companies

Target market: Worldwide (Event in Germany)

Objective: Know-how transfer, increase competitiveness

Duration: 3-5 days

The Innovation tour is designed to support German SMEs to get to know, understand, develop, and apply new technologies and innovative business models as well as modern methods and solutions on site in the global innovation centers for their own products and companies. The goal is the business field development of SMEs by integrating relevant innovative companies and organizations in global innovation centers. The module does not pursue the primary goal of supporting German SMEs in opening up new markets and selling their products and services. First and foremost, it should enable participants to transfer know-how in order to secure and expand their competitiveness.



EXPORT OPPORTUNITIES

BMWK-Combined Module

Kombiniertes Modul

Target group: German companies

Target market: Afrika

Objective: Opening up new markets in Africa

Duration: 8 months

Combined module of webinar, target market analysis, and individual consulting to support German companies in developing new markets in Africa. The strategic and regionally oriented approach pursues the objective of identifying investment potential for German companies in Africa as well as establishing, supporting, and accompanying business relationships.

Network project

Verbundprojekt (VP)

Target group: German companies

Target market: Worldwide

Objective: Successful entry into the target market and sustainable support

Duration: 2 years

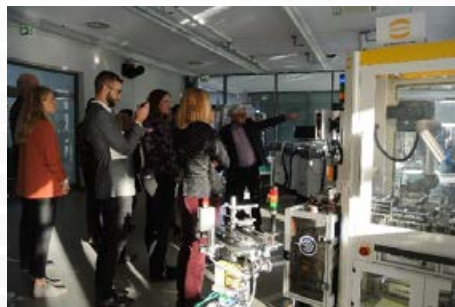
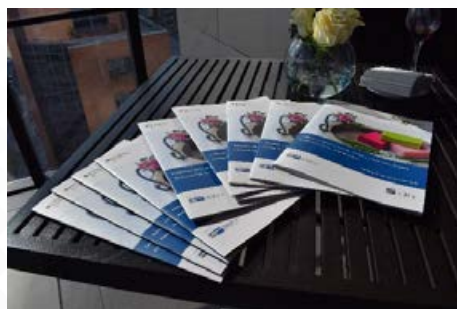
The scope of the project is the implementation of a multi-year project to support companies in the strategic and successive development of a target market and the sustainable establishment of contacts and business relationships in this target market. The participating companies are to work together in a kind of network to strategically develop and successively open up a selected target market. The whole spectrum of foreign trade promotion is available to the "network projects"; in particular, various modules such as information events, business development trips, trade shows, information trips, and market explorations are to build strategically on one another as sub-projects of the network project.

Covid-19 information

If the particular coronavirus situation makes it necessary, the projects, events and business trips can also be implemented virtually. This takes place in the form of online group conferences or one-on-one meetings via audio and video channels. Personal contact is established visually via webcam.



IMPRESSIONS OF SOME PROJECTS



TEAM



Stefano Candia
CEO and Founder



Marcos Maillmann
CEO



Thomas Nytsch
Senior Project Manager
and Partner



Isabel Kotnyek
Projekt- & Business
Development Manager



Mihaela Nistorica
Assistant Project Manager



Federica Fabbri
Assistant Project Manager



Monica Di Benedetto
Project & Business Development



Sylvia Krainer
Project Assistant



Elzbieta Stepniak
Graphic Designer

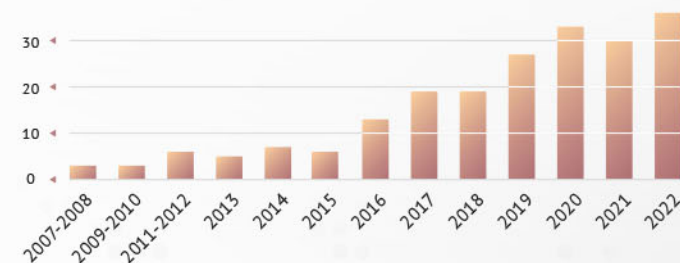
IN NUMBERS



MORE THAN



GROWTH - NUMBER OF PROJECTS PER YEAR



TOTAL NUMBER OF INTERNATIONALIZATION PROJECTS CARRIED OUT PER TARGET COUNTRY



INTERNATIONAL PROJECTS* (2023)

Geschäftsanhaltung **Gesundheitswirtschaft**
USA
9. - 13. Oktober **2023**
Medizinische Biotechnologien

Project of AHK USA

Geschäftsanhaltung **Abfallwirtschaft & Recycling**
Malaysia
23.-27. Oktober **2023**

Project of SBS

Geschäftsanhaltung
Mexiko
19.-23. Februar **2024**
Zivile Sicherheitstechnologien

Project of AHK Mexiko

Informationsveranstaltung **Filmindustrie und Filmdienstleistungsbranche**
Uruguay
10. Oktober **2023**

Project of SBS

Geschäftsanhaltung
Kanada
6. - 10. November **2023**
Robotik und Automatisierung

Project of AHK Kanada

Geschäftsanhaltung **Wasser- und Abwasserwirtschaft**
Costa Rica, Panama
26.02.-01.03.2024

Project of SBS

Geschäftsanhaltung **Circular Economy**
USA
16. - 20. Oktober **2023**

Project of AHK USA

Geschäftsanhaltung
Argentinien
27. November - 1. Dezember **2023**
Zivile Sicherheitstechnologien

Project of SBS

Geschäftsanhaltung **Bergbau**
Brasilien
18.-22. März **2024**
Smart Mining

Project of AHK Brasilien

Leistungsschau **Maschinen- und Anlagenbau**
Guatemala-Honduras
16.-20. Oktober **2023**
Textilmaschinen und Zubehör

Project of SBS

Geschäftsanhaltung **Gesundheitswirtschaft**
Slowakei
27. November - 1. Dezember **2023**
Nachhaltige Lösungen für Krankenhäuser

Project of AHK Slowakei

Geschäftsanhaltung **Maritime und Schiffbau Wirtschaft**
USA
26. - 30. Juni **2023**

Project of AHK USA

Geschäftsanhaltung **Maschinen- und Anlagenbau**
Athiopien-Tansania
16.-20. Oktober **2023**
Nahrungsmittel- und Verpackungstechnik

Project of AHK Eastern Africa

Leistungsschau **Maschinen- und Anlagenbau**
Indien
4-8. Dezember **2023**
Textilmaschinen

Project of SBS

Geschäftsanhaltung **Abfallwirtschaft & Recycling**
Thailand
12.-16. Juni **2023**

Project of AHK Thailand

*more projects in progress on <https://germantech.org/network/>

INTERNATIONAL PROJECTS* (2023)

Informationsveranstaltung
Indien
Stuttgart
20. Januar 2023



Project of SBS

Geschäftsanhahnung
Kanada
6.-10. März 2023



Project of AHK Kanada

Geschäftsanhahnung
Indien
13.-17. März 2023



Project of AHK Indien

Geschäftsanhahnung
USA
20. - 24. März 2023



Project of AHK Indien

Geschäftsanhahnung
Singapur
17.-21. April 2023



Project of AHK Portugal

Geschäftsanhahnung
USA
20. - 24. März 2023



Project of AHK USA

Geschäftsanhahnung
Südkorea
27.-31. März 2023



Project of SBS

Geschäftsanhahnung
USA
17.-21. April 2023



Project of AHK USA

Leistungsschau
Brasilien
27.-31. März 2023



Project of AHK China

Leistungsschau
Griechenland
9.-12. Oktober 2023



Project of AHK USA

Geschäftsanhahnung
Israel
3.-7. September 2023



Project of SBS

Geschäftsanhahnung
Israel
26.-30. März 2023



Project of SBS

Geschäftsanhahnung
Singapur Malaysia
3.-7. Juli 2023



Project of SBS

Geschäftsanhahnung
Portugal
27.-31. März 2023



Project of SBS

Leistungsschau
Kroatien
6.-8. November 2023



Project of AHK USA

*more projects in progress on <https://germantech.org/network/>

INTERNATIONAL PROJECTS (2022)

Geschäftsanhahnung
Vietnam
7.-11.
November 2022 
Kosmetik und
Reinigungsmittel

Project of SBS

Geschäftsanhahnung
Spanien
21.-25.
November 2022 
Bahntechnik

Project of AHK Spanien

VERBUNDPROJEKT
Südkorea
2021-2023 
leichtbau
Automotive & Schiffbau

Project of SBS

Geschäftsanhahnung
USA
14.-18.
November 2022 
E-Mobilität

Project of AHK USA

Geschäftsanhahnung
USA
28. Nov. -
2. Dezember 2022 
Photonik

Project of AHK USA

VERBUNDPROJEKT
Indien
2020-2022 
Luftfahrtindustrie

Project of SBS

Geschäftsanhahnung
Vietnam
7.-11.
November 2022 
Kosmetik und
Reinigungsmittel

Project of SBS

Geschäftsanhahnung
Singapur
28. Nov. -
2. Dezember 2022 
Zivile
Sicherheitstechnologien

Project of SBS

Geschäftsanhahnung
Kanada
24.-28.
Oktober 2022 
Technische
Textilien

Project of AHK Kanada

Geschäftsanhahnung
Indien
21.-25.
November 2022 
Maschinen- und
Anlagenbau
Petrochemie

Project of AHK Indien

Geschäftsanhahnung
DIGITAL
VR China
29. November – 3. Dezember 2021 
Luftfahrtindustrie

Project of AHK China

Informationsveranstaltung
Israel 2022
Berlin,
21.10.2022 
Digital Health
mit Fokus auf Start-ups

Project of SBS

Geschäftsanhahnung
Portugal
21.-25.
November 2022 
Mobilität, Transport und Logistik

Project of AHK Portugal

Verbundprojekt
USA • Kanada • Mexiko
2022-25 
Zivile Sicherheitstechnologien
für die Fußball WM 2026

Project of AHK USA

Geschäftsanhahnung
USA
17.-21.
Oktober 2022 
Veranstaltungswirtschaft

Project of AHK USA

INTERNATIONAL PROJECTS (2022)

Geschäftsanhaltung
Japan
16. - 21. Oktober 2022
Maritime
und Schiffbau
Wirtschaft

Project of SBS

Geschäftsanhaltung
USA
27. Juni - 1. Juli 2022
Autonomes fahren & Systemlösungen
fahrzeugindustrie

Project of AHK USA

Geschäftsanhaltung
Griechenland
9.-13. Mai 2022
Zivile
Sicherheitstechnologien

Project of AHK Griechenland

Geschäftsanhaltung
Brasilien
19.-23. September 2022
Maschinen- und Anlagenbau
Grüne Chemie, Petrochemie und Erdgas

Project of AHK Brasil

Geschäftsanhaltung
Italien
20.-24. Juni 2022
Gesundheitswirtschaft

Project of SBS

Geschäftsanhaltung
Portugal
4.-8. April 2022
Industrie
4.0

Project of AHK Portugal

Geschäftsanhaltung
USA
12. - 16. September 2022
Gesundheitswirtschaft
Start-ups & E-Health

Project of AHK USA

Markterkundung
Panama
20.-24. Juni 2022
Bauwirtschaft. Infrastruktur.
Baumaschinen und Logistik

Project of SBS

Informationsreise
Griechenland
28. März - 01. April 2021
Abfallwirtschaft: Waste to Energy

Project of SBS

Geschäftsanhaltung
Kanada
12. - 16. September 2022
Leichtbau
Automotive

Project of AHK Kanada

Geschäftsanhaltung
Kanada
6. - 10. Juni 2022
Bergbau

Project of AHK Kanada

Kombiniertes Modul Webinar, Zielmarktanalyse und Individuelle Beratung
Südafrika
2022
Abfallwirtschaft

Project of SBS

Markterkundung
Kenia
25.-29. April 2022
Drohentechnologie

Project of SBS

Geschäftsanhaltung
Thailand
9.-13. Mai 2022
Eisenbahnbau, Bahntechnik, Schienenverkehr

Project of AHK Thailand

Geschäftsanhaltung
Uganda und Ruanda
31. Januar - 10. Februar 2022
Nahrungsmittelmaschinen und Verpackungsmaschinen

Project of AHK Eastern Africa

REFERENCES* MARKET ENTRY WORLDWIDE



*more references on <https://germantech.org/network/>

REFERENCES* MARKET ENTRY WORLDWIDE



*more references on <https://germantech.org/network/>

INTERNATIONAL PROJECTS (Food & Agriculture)

Marktstudie
Schweden
 **2022**



Geschäftsreise
04. - 08. Mai 2020
Schweden und Finnland



Marktstudie
Thailand
 **2022**



Markterkundung
Bosnien und Herzegowina,
Montenegro, Nordmazedonien



Geschäftsreise
ITALIEN
17. - 20. Mai **2022**



Markterkundung
Italien
02.-06. März 2020



Geschäftsreise
 **United States**
New York, 15.-19. Juni 2020



Geschäftsreise
Gabun-Kongo
02.-06. Dezember 2019



INTERNATIONAL PROJECTS (Food & Agriculture)

Geschäftsreise
04.-06. November 2019
Niederlande



Market Exploration Trip
Israel 2017



Informationsveranstaltung
04. 12. 2018
Niederlande



Geschäftsreise
VAE
07.-11. Mai 2017



Geschäftsreise
ITALIEN
19. - 22. März 2018



Geschäftsreise
Libanon
25.-29. April 2016



Geschäftsreise
mit Marktstudie
VR CHINA 30.10 - 03.11.2017



Markterkundungsreise
Simbabwe
Mosambik 2016



Markterkundungsreise
Südafrika
2016



Business success through
Cross-culture thinking

WORLDWIDE PARTNERS (German Chambers of Commerce)



German-American Chamber of Commerce and Industry



German-Israeli Chamber of Commerce and Industry



German-Bolivian Chamber of Commerce and Industry



German-Peruvian Chamber of Commerce and Industry



German-Colombian Chamber of Commerce and Industry



German-Singapore Chamber of Commerce and Industry



German-Tunisian Chamber of Commerce and Industry



German-Moroccan Chamber of Commerce and Industry



German-Brazilian Chamber of Commerce and Industry



Indo-German Chamber of Commerce and Industry



German-Canadian Chamber of Commerce and Industry



German-Chinese Chamber of Commerce and Industry



German-Iranian Chamber of Commerce and Industry



German-Chilean Chamber of Commerce and Industry



German-Thai Chamber of Commerce



German-Greek Chamber of Commerce and Industry



Delegate of German Industry and Commerce in Vietnam



German-Mexican Chamber of Commerce and Industry



German-Korean Chamber of Commerce and Industry



German-Philippine Chamber of Commerce and Industry



Representative of the German Industry in Belarus



German Pakistan Chamber of Commerce & Industry



German Trade Office Taipei "Taiwan"



German-Portuguese Chamber of Commerce and Industry



German-Australian Chamber of Industry and Commerce



German-Costa Rican Chamber of Commerce and Industry



German-Malaysian Chamber of Commerce and Industry



German Industry and Commerce Ltd. (Hong Kong)



Delegate of German Industry in North Macedonia



German-Slovak Chamber of Industry and Commerce

PARTNER, MULTIPLICATORS AND ASSOCIATIONS



*more partners on <https://germantech.org>

REFERENCES MARKET ENTRY D-A-CH



CONFINDUSTRIA BERGAMO



REFERENCES MARKET ENTRY D-A-CH

Market
Evolution &
Development Insight

**ATG
MEDI**

Celano

CALEFFI



LA CASA DEI SOGNI

ETS

eurogamma

FIDA
Finanza Dati Analisi

Orchestra
YOUR REMOTE MONITORING SYSTEM

caffè
ALOMBINI

AIRBRAVO
PURIFIED AIR AT WORK SINCE 1976

CO.M.IND.® S.r.l.

elcamo®

Novagrafica

OilSafe®
checking & maintenance, engineering & manufacturing

RiPlast
Colors of Italy

REFERENCES MARKET ENTRY D-A-CH



Camera di Commercio
Reggio Emilia



SBS

systems for business solutions



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BUSINESS SUCCESS THROUGH CROSS-CULTURE THINKING