

BLPA[®]



DOING BUSINESS

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GROWING YOUR BUSINESS

Sales Agent

You have decided to expand into a **new market** and explore your market potential. You want to take advantage of market knowledge and networks established in the target market?

We can:

- draft or analyse sales agent or distribution partner contracts,
- consult on the extent of sales agent's rights,
- make sure that your data, IP and know-how are sufficiently protected,
- review and consult upon commission terms and termination terms!

Set up of a company

You have already set foot into a market and made your first experiences; you want to grow your market share and establish a permanent business in the market? Your **next step** is to set up a new company.

- You need consultation on shareholding structure, tax structure and/or optimal company form,
- You need to draft company statutes,
- You have to prepare necessary resolutions for the setting up of the company,
- You need to liaise with a notary public,
- You have to prepare director contracts and need consultation on tax implications also with regard to double taxation issues and director's remuneration in different EU member states.

Mergers and Acquisition

You want to:

- acquire an established brand and/or business;
- use existing sales infrastructure;
- extend your range of products;
- obtain production and market know-how;
- skip the start-up period in a new market;
- take over a competitor.

A merger or acquisition is your right approach!

We help you by conducting legal and tax due diligence, provide comprehensive due diligence reports, assist or manage negotiations acc. to your instructions/aims, draft all necessary transaction documents, assist in post transaction matters.

WHO WE ARE

BLPA is an association of consultancy companies that are based in various countries of the European Union and which due to focus on international affairs are equipped best to attend to companies' matters of a cross-border nature.

Over the years we advised companies on business-law related matters from a.o. the following industries:

- automotive
- transportation and logistic
- medical supplies
- food industry
- smart metering
- furniture sector
- etc.

We serve each one of our clients, from SMEs to companies listed at the stock exchange, with a great dedication and all of them get our full attention and advice.

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LABOR LAW

Finding and keeping good employees is difficult enough without worrying about the formalities. After you have found the **right person** for the job, we provide you with the necessary documentation:

- drafting of labour contracts for a flat fee,
- providing you with advice on the best type of remuneration for a given position,
- ensuring compliance with restrictions and obligations when employing foreigners,
- obtaining residential permits where necessary,
- consulting on payroll accounting, social security implications (also cross-border) and additional contributions/costs for employer.

To separate from an employee is always a **sensitive matter**, independent of the reasons for the separation. We

- consult in termination matters,
- provide you with guidelines on cancellation conditions,
- assist in negotiations, prepare termination letters and cancellation agreements.

DEBT COLLECTION AND LITIGATION

The core of any business is to **make turnover** and to **earn money**. This can be severely affected by unreliable customers. We assist in debt management and consult on the best collection approach, taking into account the relationship and potential continuation of the business with the customer. From advising on the first collection approach to sending out dunning letters to representing you in court and even to the enforcement of judgments, we manage your receivables. Thanks to our technological set up, we are able to handle bulk attentions of competition costs.

Contact us for more details.

WE
have the
legal
knowledge
so

YOU
can grow
and be
successful!

BLPA OFFICES AND COOPERATION PARTNERS

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Insolvency advisory firm of the year in Germany



Insolvency Advisory Firm of the Year in Germany



Bankruptcy & Restructuring in Frankfurt



Insolvency law firm in Germany



Boutique Turnaround & Restructuring in Poland



Boutique Insolvency Law Firm in Poland

OUR SPECIALIST IN THIS LEGAL FIELD



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