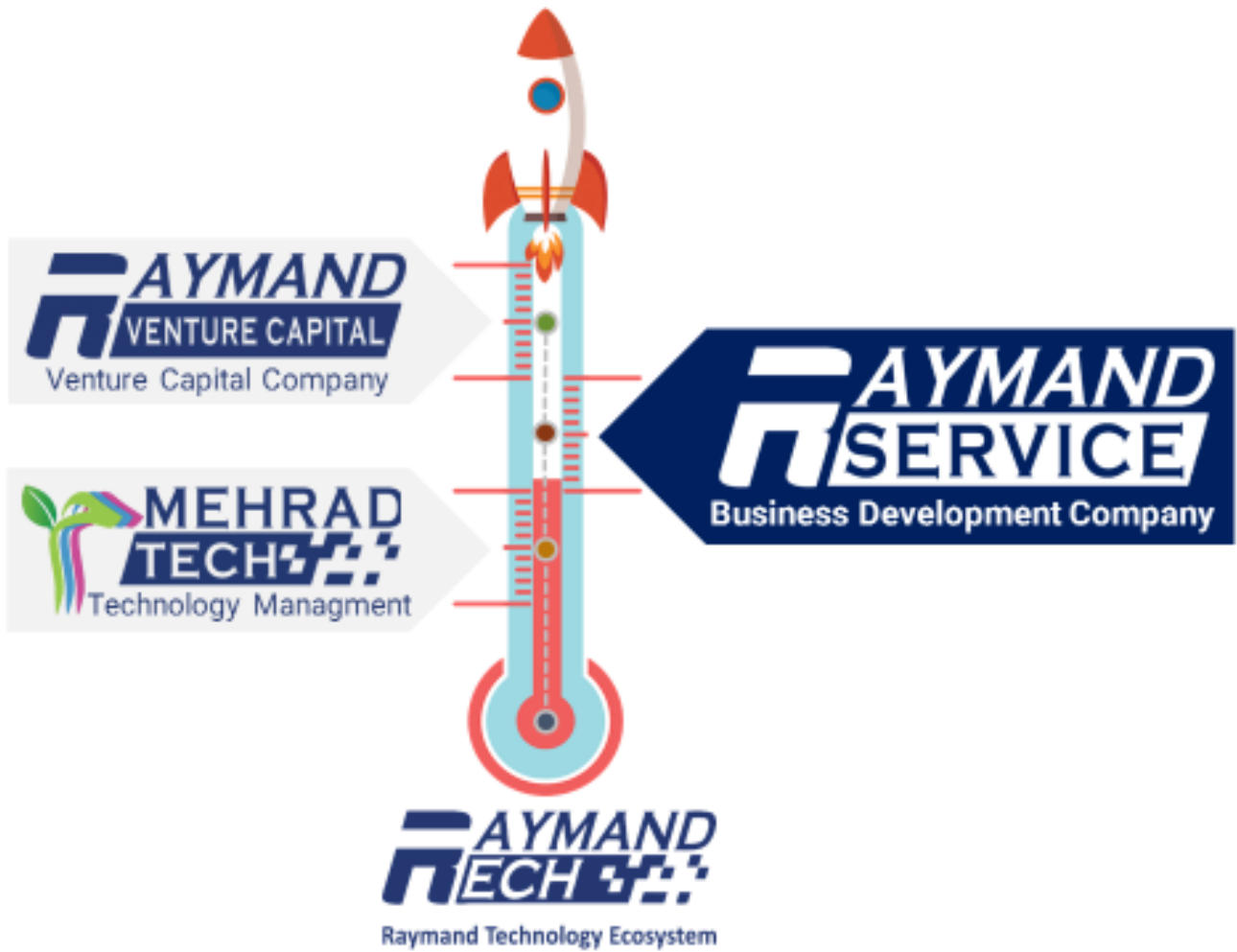


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📍 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

🌐 raymandservice.com

✉ info@raymandservice.com

+98 21 - 88 51 00 96

+98 21 - 88 51 06 67





Business Development Company

Raymand Nikoofaraz Iranian

📍 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

🌐 raymandservice.com

✉ info@raymandservice.com

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+98 21 - 88 51 06 67



INNOVATION

INVESTMENT

ANALYTICS

Our Services



Investment services

Providing innovative VC service,
investment and leadership projects



External Business Development Internal Business Development

Export Management Services



Providing business development
services to SME

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Providing business development services to SME



- **Hourly method:** Depending on the type of professional and professional service required, it is calculated as one hour.
- **Project Method:** Based on the company's early reviews, the company's downsizing and targeting, the required workload and, consequently, the projected cost.

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🌐 raymandservice.com

✉ info@raymandservice.com

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Management Services

Complication and evaluation of the organization

Editing a business canvas

Developing a business plan

Designing organizational structure

Organization Chart Design

Implementation of productivity systems

TOC

Business process improvement and targeting

EFQM

Organizational Process Engineering / Executive
Mechanisms

Sensitivity analysis

Project design, planning and control

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Marketing services

Setting up a sales organization

Developing marketing strategies

Developing a marketing plan

Branding

Sales Solutions Training

Market research and research

Marketing investigation

Setting up a CRM system

Launch Customer Club

Advertising

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Advertising services

Prepare a presentation material and introduce the company and product

Campaign design

printed advertisement

Non-print advertising

Digital Marketing (4 categories)

Designing and managing virtual networks

UI/ UX/ UX PITCH

Content Generation (Text, Audio, Image)

Developing strategy and organizing seminars, conferences and launches

Personal branding

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Human Resources Services

Compiling HR Productivity Indicators

Effective and efficient resource acquisition planning

Training and development of HR based business content

The system of salaries, wages and bonuses

Human Resources Management and Performance Evaluation

Recruitment mechanism

Disciplinary rules, punishment and reward mechanisms

Financial services

Design a financial plan

Designing financial resources

Accounting and auditing affairs

Credit Systems (Accreditation, Credit Documents, Credit Lines, Loans, ...)

Setting up a feasibility unit

Risk assessment and management

Developing an economic feasibility plan

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Technological services

Future research of products and services to commercialize the company's future patents and ideas

Holding a think tank with scientific methods to commercialize products

Inventory evaluation and technology observation

TRL

Invention Valuation

Technology Transfer

Guidance for obtaining relevant standards and approvals

Import of products, raw materials, devices and ...

Required by Technology Company

Commercialization (14 steps)

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 raymandservice.com

 info@raymandservice.com

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+98 21 - 88 51 06 67



Export Management Services



Foreign market development services are provided in the following three sections of operations, before, during and after the export sales of the product.

Collaboration Model

- **Hourly & Periodic Consulting Method:**

In this method, specialized services are provided on an agreed basis with the employer. In fact, the consultant will provide services as a facilitator, on a case-by-case basis, at the request of the employer.

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▪ **Project Method:**

The process of exporting goods and products consists of a set of actions that must be formulated in a coherent plan with a clever "strategy".

Identify issues such as where the company is located? And what position does it want to reach? And issues like these are things that need to be defined clearly and precisely.

Further, with the aim of developing a "detailed and operational plan", the use of information acquisition tools will be essential.

How will the process of penetrating the target markets be?

What are the ways to get information from target markets?



- Export management company
- knowledge based company
- Member of Tech-Export Services Corridor
- Member of Science and Technology Park



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We continue this path by conducting "market research" that includes identifying competitors, major customers, licenses, and standards required to reach the target market, and so on.

At this stage, which is also highly sensitive, it will be necessary to know how to "international correspondence and international treaty law". What should your contract legally be? As the route progresses, new territories of export will emerge. What should be the "freight forwarding"? What are the requirements for this step? What tool should be used? Finally, there is the discussion of "transfer of money" between the parties and the subtleties of this section.

It is a simplified outline of the export process, each with different details and details depending on the product and the target country.

Measures before concluding a sales contract (Consulting and Operational)

Complication and development of the enterprise

Assess the level of readiness of the company for export

Export consulting

Preparing market research reports

Formulation of export plan

 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

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Measures needed to execute the plan until the contract of sale is concluded (Operational & Field)

Developing a strategy for attending and receiving exhibitions in domestic and foreign exhibitions

- Customizing and establishing technology and business relationships with foreign technology companies
- Finding contact information for buyers of export item

Validation

Negotiate with the client before the first meeting

Actions during Contract Sessions:

- Services include specialized hosting and translation
- In-person correspondence and talks (attending meetings)
- Payment Terms - Incoterms
- Review the documents of the parties
- International agreement

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Actions after the conclusion of the sales contract (Operational-supervisory)

logistic

- Order registration, currency transfer and shipping
- Insurance of goods
- International Shipping Affairs
- Customs clearance

Evaluate the implementation of the export plan and review and amend its materials

Export Management (EMC)

Developing and monitoring the implementation of advertising programs

Brand management advice

Supply of parts and equipment

Industrial Design (for export products)

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 raymandservice.com

 info@raymandservice.com

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+98 21 - 88 51 06 67



Providing innovative VC service, investment and leadership projects



📍 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

🌐 raymandservice.com

✉ info@raymandservice.com

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+98 21 - 88 51 06 67



Investment services

Financial and Investment Services:

- Evaluating Innovative Investment Plans (VC)
- Investment such as legal partnerships (shareholding)
- Project and project participation
- Developer Services
- Modify the investment model and organizational structure
- Attracting investment
- Presentation and presentation of the plan and company for dilution or sale

Advice to investors

Introducing Potential Companies by Holding Specialized Meetings to Present Innovative Projects to Domestic and Foreign Investors

Consulting with developing companies for stock sale, dilution, financing and legal and financial advice

Patent evaluation and the qualitative value of innovation

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 info@raymandservice.com

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+98 21 - 88 51 06 67



Observing and researching the technology of innovative designs

Holding a think tank with scientific methods to develop and commercialize products

Economic, technical and market evaluation as well as feasibility plan and innovative design justification (due diligence evaluation)

Risk and sensitivity analysis

Market development:

- Conduct market studies
- Preparation of marketing plan and advertising plan

Import Products, Raw Materials, Devices Technology
Company Required

 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

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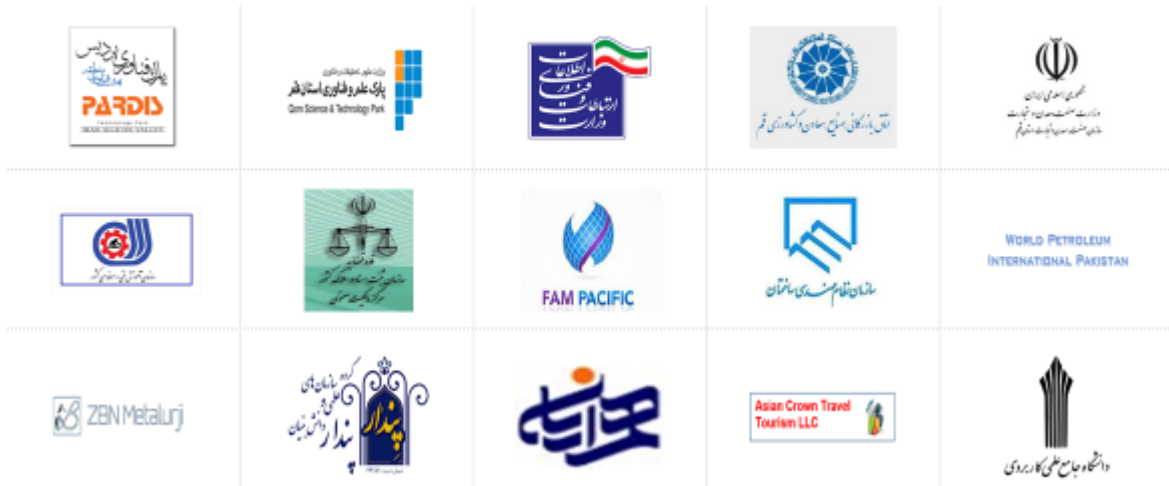
our customers

Join us



Our communication network

We think about worldwide



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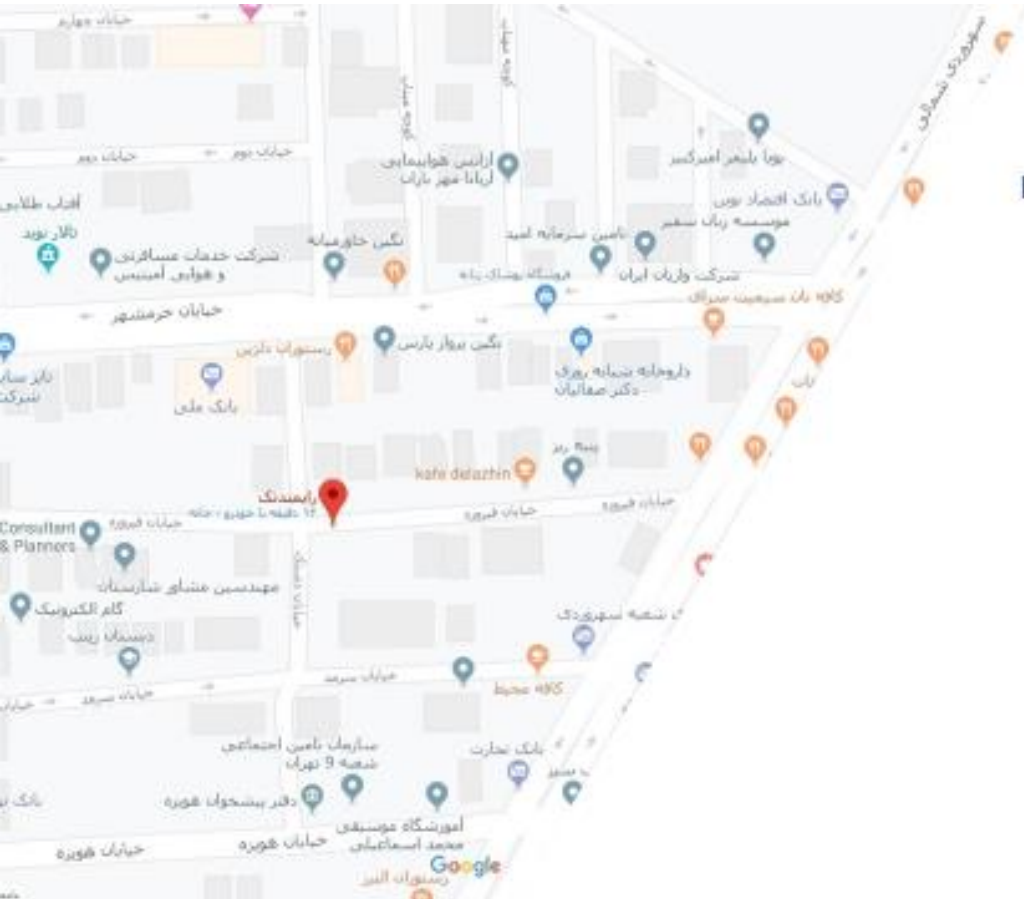
+98 21 - 88 51 00 96

+98 21 - 88 51 06 67



Thank you

were with us for a while



Business Development Company



Tehran Office

No 22, Firouzeh Complex
Firouzeh St., North Sohrevardi



+98 21 - 88510086
+98 21 - 88510667



info@raymandservice.com



www.raymandservice.com

📍 Unit 2, Floor 3, No 22, Firouzeh Complex Firouzeh St., North Sohrevardi, Tehran, Iran

🌐 raymandservice.com

✉ info@raymandservice.com

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