

EXPLORE

Is the market you wish to enter right for your institution? We'll help you assess and explore the market your educational establishment wishes to enter. With the information we provide, you'll be able to better understand the student, academic, institutional and competitor landscapes before you actively commit.

MARKET RESEARCH / MARKET ASSESSMENT

We will deliver clear, accurate and actionable assessments to help you make informed strategic decisions. Our market research reports provide comprehensive analysis, including:

- Course assessment for student recruitment
- Institutional peer benchmarking
- Partnerships development (institutional, corporate and public sector)
- Funding opportunities (public and private sector)
- Student recruitment demand analysis and viable recruitment targets
- Local course/content demand assessment

MARKET STRATEGY

We use our experience, expertise and local insights to identify, design and implement successful strategies for new markets.

Venture validation - we will analyze your value proposition and validate it, underlining your strengths and weaknesses relative to the target market and we'll highlight opportunities for you to consider.

Developing the right, local operating model -we provide a range of innovative, risk free and easy to adopt for establishing a local presence in your chosen market.

Delivering performance improvement -we help drive your international marketing initiatives, student recruitment campaigns, application processing, partnership development and agent management and enrolment, to significantly enhance your performance in key markets.

WE PROACTIVELY SEEK, ACCELERATE AND MANAGE NEW BUSINESS OPPORTUNITIES

We identify and develop new routes-to-market, find new customers and we ensure our clients enter and expand into new markets successfully.

We deliver results with a thorough understanding of the local business environment, using in-depth knowledge of specific sectors and knowing how to manage complicated compliance, tax and HR issues.

MARKET ENTRY - WHAT WE DO

- We identify new distributors and new customers and source local suppliers.
- We validate and advance new and existing opportunities and enquiries to generate new revenue streams.
- We manage the underlying risks of operating in a foreign country, delivering local business services to ensure our clients' interests are served and protected at all times.
- We help organizations build a solid and compliant tax, human resources and infrastructure platform ensuring they are not caught up in red tape and can successfully expand their local activities.
- We know the time, effort and investment it takes to be successful in a new market so we offer realistic and practical solutions to our clients. We understand the importance of having the right people, the right products and services, the right pricing and a sustainable local cost base, so we ensure our clients approach is tailored accordingly.

While supporting market entry and expansion, we recognize and manage the underlying risks of operating in a foreign country, delivering local business services to ensure our clients' interests are served and protected at all times. Our clients choose to work with us because they value Voluble Inc's blend of real business experience, sector intelligence and our consistent track record of establishing and building successful local operations.

OUR MARKET ENTRY SERVICES INCLUDE:

- Market Research & Opportunity Assessment
- Partner Search & Sales Channel Development
- Market Research & Opportunity Assessment
- Multi-market comparative analysis
- Opportunity identification and development
- Sourcing and supplier selection
- Pricing and product research
- Regulatory and compliance advice
- Customs, import duties and tax analysis
- HR - executive search and selection
- Identification of M&A targets

Finding the right partner, distributor or supplier is crucial. Voluble Inc will identify, develop and manage these local relationships to ensure they continue to add value and operate effectively.

- Identifying and developing new partners/customers/distributors
- Identifying new suppliers
- Maintaining and progressing local relationships with distributors, customers and suppliers
- Undertaking due diligence (reputational, technical, financial)