

## Business Development:

**Market Research and Strategy:** With an understanding of local pain points, our team conducted in-depth market analysis to identify potential clients and partners in the region.

**Lead Generation:** Developed a robust pipeline of prospects and followed up with presentations to potential customers during APAC time zones.

**Localized Marketing:** Represented the company at industry events to raise brand awareness and attract local customers.

**Training and Onboarding:** Provided platform training to customers and developed training programs for new employees, ensuring they were familiar with company products and local business practices.

## Business Support:

**Physical Presence:** Assisted in finding and establishing a physical office in Melbourne, Australia, to enhance trust, communication, credibility, and operational efficiencies.

**Administrative Support:** Managed company formation, tax registration, and banking arrangements to ensure compliance with local guidelines and enhance local customer relationships.

## Results:

Within the first six months, CyberGuard Solutions successfully established a foothold in Australasia. They secured contracts with several local enterprises, strengthened their customer base, and achieved a 30% increase in regional revenue. The partnership with Legati Partners proved instrumental in navigating the complexities of the new market and achieving rapid growth.

## Conclusion:

LP enabled CyberGuard Solutions to expand effectively into Australasia by providing critical support services tailored to the unique challenges of the region.

For information about Legati Partner's services, please e-mail us at [\*\*contact@legatipartners.com\*\*](mailto:contact@legatipartners.com)