

Operational Support Business Case

Situation:

A French, VC funded, laser manufacturer specialized in femtosecond lasers wants to make 50% of their revenue in the US within 3 years. In order to achieve this goal, they need to start a subsidiary in the US.

Objectives: 50% of his whole sales realised in the US.

| Challenges | Hubtech 21 Solutions |
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| <ul style="list-style-type: none"> • Plan adequately the subsidiary creation: market potential, budget, resources • Create a subsidiary within budget and deadlines given; recruit the 1st employee • Manage the subsidiary's operations without hiring additional employees | <ul style="list-style-type: none"> • Preparatory phase: performed market evaluation, assisted in budget creation and in workforce related issues, such as: hiring strategy, offer package, employee cost • Coordinated the US subsidiary creation: guided customer, identified and managed expert service providers, put in place operations infrastructure: accounting system, bank account, financial reporting, logistic procedures, accounts receivable, account payable, employee's payroll and benefits • Hosted and managed entirely the subsidiary's first operations |

Results:

- The customer relies on Hubtech21 for the complete outsourcing of their subsidiary operations management;
- The sales manager was able to focus on his job, which enabled him to sign his first deal in two months, and a 300 000\$ sale after only four months;
- The subsidiary's first year of operations proved to be aligned with revenue projections and below expected cost;
- The customer considers Hubtech21 as a trusted long time partner and an extension of their own operations.



Operating Support Solutions

Package of services:

- Set-up of US Subsidiary
- Hosting of US subsidiary
- Dedicated phone number
- Private office space with access to conference rooms
- Office management
- Set-up of payroll, benefits
- Set-up of bank account ,accounting, financial reporting
- Accounts Receivable
- Accounts Payable
- Logistics coordination

Our Clients



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