



Acadia
EDGE
Group

USA Representation Services for Overseas Companies

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www.acadiaedge.com

USA Representation versus Own USA Office

With offices located in Cambridge, Massachusetts, next to MIT, Acadia Edge Group (AEG) is an international strategy consulting and investment research firm. The company was established in 2004 by the alumni of MIT's Sloan School of Management.

Many Indian companies wish to explore business expansion opportunities or need customer support in the US market, where the cost of entry is the highest in the world. Traditionally, one of the first steps is for the company to establish in office and staff in the USA. There are many challenges to this path:

1. **Too few customers** in the USA to justify high fixed cost of office and staff investment, **typically USD 20,000 minimum!**
2. **Recruiting local staff** or transferring from India takes a big effort
3. Necessary **US resource networks** take time to build.
4. **Startup costs are high**, including housing, etc costs for new staff.
5. **Risks are higher** with many variables

Acadia provides value to international clients by reducing US market entry risks and delivering strong knowledge networks. *Consider our baseline services:*

Core Services (included in base cost)

- ◆ **US Incorporation and Representation** for your business in the USA. When clients call up for you, they get a live answer from our staff.
- ◆ **Lead Generation** - Directing new leads to your sales team
- ◆ **Multinational Presence** - Physical address of Class A office property, telephone and fax
- ◆ **20 hr/month Business Development** by Acadia US staff- Company Profiling, partner development, US sales, etc - customized to your need.
- ◆ **Visa** - Assistance with US visa documents for visiting company officials
- ◆ **Facilities** - Use of conference rooms and Boston office facilities while in USA for client presentations and meetings

Extended Services

As a full-fledged cross-border advisory and transaction management firm, Acadia offers many other services as desired by our clients:

- Market Research
- Entry Strategy Formulation
- Partner and Client search

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- Workshops with experts
- Technology Validation
- Sales and Marketing
- Legal Services (Corporate and Immigration)
- Payroll and Benefits
- Advisory board formation and recruitment

Pricing

Our prices are geared to offer maximum flexibility to overseas customers, who could use exactly what they need. We will gladly offer customer “project-based” quotes also.

Service Level	Plan Details and Price
Core Services	<ul style="list-style-type: none"> • USD 3000/month • Minimum 6 month commitment • Out of pocket costs, as needed are billed at actuals
Extended Services	<ul style="list-style-type: none"> • Acadia Day Rate is USD 700/day • Minimum 5 days per project • Out of pocket costs, as needed are billed at actuals • Non-contract clients billed at USD 150/hr, min 40 hrs

Contact Information

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To learn more about Acadia's US representation services, contact us today

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General questions: Please write to support@acadiaedge.com