
**MAAHANMUUTTAJAT SUOMALAISEN
YRITTÄJYYDEN LISÄÄRVONA
MASUUNI 04.03.2010**

Gateway Office Partners



This project is
funded by the EU

TALCO YHTIÖT

- Tili- ja tilintarkastustoimisto
- Henkilöstöä 13
- 1 HTM-tilintarkastaja, 4 KLT-kirjanpitäjää
- Asiakkaita n. 260 kpl
- Ulkomaalaisia n 70 kpl
- Ensimmäinen Venäjä toimeksianto 1996
- Suomi, Englanti, Venäjä



Talco Knowhow Oy

GATEWAY OFFICE PARTNERS

Partnership without borders

Gateway Office Partners



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GOP ***– Gateway Office Partners***

Ports of Kotka and Hamina handle XX.0 million tons of goods to/from Russia annually



39 million people

200 million people

Gateway Office Partners



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Project Participants - Finland

LAW FIRMS

- Hiltunen & Lepisto Oy
- Raimo Kantola Ky
- Almgren & Sankamo Ky

AUDIT, ACCOUNTING, TAXATION

- Talco Knowhow Oy
- Southeastern Finland Tax Office
- Ernst & Young Oy
- Wallabia Oy

BANK

- OKO BANK Group members
- Nordea Bank

LOGISTICS

- Port of Hamina Ltd.
- Steveco Oy
- Lappeenranta Freeport Ltd

REGIONAL DEVELOPMENT AGENCY

- Kotka-Hamina Region of Finland Ltd.

OTHER PARTNERS

- Kymenlaakso Polytechnic
- Custom Authorities, Hamina
- South-East Tax Office



Gateway Office Services

along the business wheel



Gateway Office Partners

FIDUNION:
- in 22 country
- 310 offices
- over 50.000 clients



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FIDUNION INTERNATIONAL
Europe

USA
Mexico

Singapore
Hongkong



GOP – Gateway Office Partners

- **EU PROGRAMME LINE**

- Tacis Cross Border Co-operation
Small Project Facility
- Interreg III A



- **PROJECT DURATION**

- on the Finnish side 2002-2005
- on the Russian side: 2005-2006

- **GEOGRAPHICAL LOCATION**

- Northwest Russia: St. Petersburg
- Southeast Finland; Regions of Kymenlaakso and South Karelia;
Kotka - Hamina, Lappeenranta

Gateway Office Chain

FIDUNION:
- in 22 country
- 310 offices
- over 50.000 clients



GATEWAY
St. Petersburg

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FIDUNION INTERNATIONAL
Europe

USA
Mexico

Singapore
Hongkong

Gateway Office Partners



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Project Participants - Russia

BANKS AND INSURANCE COMPANIES

- Joint-stock bank "Bankirsky Dom"
- Renaissance Insurance company

LAW FIRMS

- JurConsult International
- Gorodisski and partners
- Kadis
- Reim Consult

AUDIT, ACCOUNTING, TAXATION

- OOO "NVK"
- BDO Unicon North-West

LOGISTICS

- Northwest Customs terminal
- Combifreight
- TTK

RECRUITING

- Consort Petersburg

MARKETING

- SBS Consulting
- Intellect Challenge

INFORMATIONAL AND ANALYTIC MANAGEMENT

- BPS Group, Agency Rius

Results

- ✓ The participants of Gateway Office Partners have improved their capabilities to serve international clients
- ✓ Raised awareness of the SMEs in the cross-border region on practical issues of developing international cooperation
- ✓ Intensive networking process between the service organizations and local authorities
- ✓ Intensive information exchange
- ✓ Improved business image of the cross-border regions

MAIN ACTIVITIES / SUBJECTS

- banking operations Eu-Finland-Russia
 - legal questions of business Eu-Finland-Russia
 - accounting act Eu-Finland-Russia
 - taxation regulations Eu-Finland-Russia
 - employment law Eu-Finland-Russia
 - business strategies Finland
 - insurance Finland
 - risk management Finland-Russia
 - banking system Russia
 - start business in Russia Russia
 - logistical and customs services Finland - Russia
 - establishing business in Finland Finland
 - currency regulations Finland-Russia
- English / Russian languages

MIKSI ULKOMAALAISET TULEVAT KOTKAAN

- Logistiikka
- Kiinteistöt
- Lomakylät
- Tuotanto
- Viihde
- Vakaat olot; pankit, viranomaiset,
- Infra
- Puhtaus
- Turvallisuus



MIKSI PANOSTETAAN

- Alueelta puuttui kansainväliset yrityspalvelut
- Transition aiheuttama kysyntä ”pakotti” panostamaan
- Tuotannollisia investointeja alueelle
- Gateway <> EU – Suomi – Venäjä



KOKEMUKSET

- Kulttuurierot
- Verkosto GOP
- Ulkomaisten asiakkaiden lojaalisuus
- Venäläiset työntekijät
- Maahanmuuttajakoulutus

