

# your achievements at international level



« based in the geographical heart of europe, visionlab-architekturexport is composed of an intercultural team of business development experts. establishing architectural and engineering offices in new attractive markets, our dynamic agency provides indispensable expertise in the acquisition of international projects. »

arch. danilo lazzari director visionlab-architekturexport

## a unique and innovative concept

through our network of more than 4,000 partners worldwide and our knowledge of cultural local contexts:

- **we undertake the development strategy and compile the application**  
adaptation of the client's portfolio to the market / relationship development with the principal / selection of the adequate tender / creation of legal, technical and commercial partnership arrangements / application editing in accordance with the client's brand / ...
- **we coordinate teams throughout all project phases**  
guidance on administrative and legal constraints / adjustment and design of proposals and contract terms / lobbying and decision support services / meeting with decision makers and partners / negotiation of mission and fee / assembly of administrative documents / billing / ...

## nature of projects

- **area:** europe, africa (ethiopia, algeria, morocco, ...), asia (vietnam, ...)
- **typology:** service sector, culture, health, research, education, sports, industry, penitentiary, ...
- **procedure:** restricted, design-build, public private partnership, negotiated contracts
- **value:** from 15,000,000 euros

## our focus: l'opportunité française

- the french market represents 65% of all european restricted competitions
- handling fee guaranteed for each contestant (up to 1,000,000 euros)
- increased winning chances due to the small number of invited teams (3 - 5)

