

INVESTMENT PROMOTION STRATEGY SERVICES

ICA is a global management advisory firm based in Amsterdam and Boston specializing in corporate location advisory, Supply Chain Management, market entry, incentives advisory, free zone development, economic development strategies, investment promotion strategies, FDI advisory and training & seminars. ICA offers customized, effective solutions matching its clients' needs through a combination of analytical industry expertise and stakeholder management. ICA's global team of multi-disciplinary professionals has worked on numerous projects across all continents, either on behalf of its growing portfolio of corporate clients or as strategic advisor to governmental organizations. ICA is also the founder of two successful software products: LocationSelector.com and ICAincentives.com (now known as IncentivesMonitor.com).

It is ICA's mission to provide customized, effective solutions to its clients' needs through a combination of consulting and state of the art software tools and databases. ICA works towards practical, actionable plans that provide real and sustainable results. ICA's global team of multi-disciplinary professionals has worked on numerous projects in all continents of the world either on behalf of its growing list of corporate clients or as strategic advisor to governmental organizations. ICA's team has a strong code of conduct to which they comply internally and externally. Team work, integrity, confidentiality, objectivity and professionalism are key values within ICA's team and its engagements. ICA's client profile ranges from public organizations like Investment Promotion Agencies (IPAs), free zones, governmental departments and multinational corporations (including Global Fortune 500) in multiple industries.

ICA has also advised and work with many international organizations like: UNCTAD, UNDP, UNESCAP, OECD, World Bank Group, US State Department, WAIPA, CAIPA, AIM and World Free Zones Organization (World FZO). In addition, many of ICA's experts and staff have presented and lectured at leading universities: Harvard Business School, Columbia University, Texas A&M, Erasmus University Rotterdam, St. Gallen University and Nijenrode University. The team has published in leading industry magazines and journals.

"I recently had an opportunity to attend a full presentation by ICA in Shanghai, led by Douglas van den Berghe. What impressed me most was the lucidity of the presentation; it was easy to follow, I found myself gaining new insights, and reinforcing existing impressions at a rapid rate. Supporting visuals were excellent; the tone was empathetic; audience engagement, and this was a widely varying international audience, was witty and supportive. On the specifics, ICA came across most of all as masters of the FDI process, which they saw confidently from both sides. I hope they get more sleep than the Flying Dutchman of mythology, but these guys seem to get round the world constantly as well! I would rate this team as an excellent boutique team for corporates looking for further global expansion; for governments looking for an FDI overview, and for IPAs dealing as they do in an ever more competitive environment."

Michael Benson, Colpi, Chairman - Oxford Business Group

Investment Consulting Associates understands that locations are long-term strategic assets which impact business success. Every community and site brings different strengths and liabilities for a company. Location decisions intimately drive or shape labor force makeup, operating costs, workflow, logistics, profit and loss, as well as the tax and regulatory environment for any business. ICA uses its experience and knowledge of current corporate site selection trends and practices to help communities better understand present and future business needs. ICA shows how opportunities for immediate and long-term enhancement of location fundamentals can help its client communities achieve their economic development expansion and retention goals for years to come. ICA works towards practical, actionable plans that provide real and sustainable results.

ICA provides government sector clients with the following services:

- Investment Promotion Strategies
- Incentive Program Analysis, (re)Design and Improvement
- Organizational Strategy and Development
- Industry Competitiveness and Targeting
- Marketing and Communication Strategies
- Investor Servicing and Aftercare
- Benchmarking
- Corporate Profiling
- Monitoring and Process Improvement of Organizations
- FDIexecutive™ Training Academy for IPAs

ICA professionals have worked with a wide variety of clients to help them address a broad set of business and industry concerns.

ICA's robust tools provide extraordinary insight and allow its professionals to focus on their clients and their goals, ensuring clients' immediate and long-term success.

"Corporate location and site selection is a delicate matter, with many different criteria shaping a rationale outcome. Surprisingly, still many location decisions are based on perceptions and images. LocationSelector supports the decision making process in a much more transparent and fact based way. A powerful tool which I would recommend to anyone dealing with this difficult topic."

Prof. Dr. Winfried Ruigrok, Academic Director - St. Gallen MBA programme, University of St. Gallen Switzerland



ICA EMEA

Barbara Strozzi
1083 HN Amsterdam
The Netherlands
+31 20 217 0116
douglas@ic-associates.com
www.ic-associates.com

ICA North America

2345 Washington St, Unit 201
Newton Lower Falls, MA 02462
United States
+1 617 314 6527
chris@ic-associates.com
www.ic-associates.com