



INTEGRITAS PEOPLE & BUSINESS (IPB)
BUSINESS DEVELOPMENT SERVICES
INNOVATION STRATEGY
BUSINESS OPPORTUNITIES CHANNEL

WORK SMART-IDEA



ABOUT



"INTEGRITAS PEOPLE & BUSINESS" (IPB) established in February 2010 is a boutique consulting firm, providing tailor-made solutions for business development, innovation, business intelligence and market development Services.

We are an established business development hub of comprehensive services and solutions for domestic and global customers needs. We operate a solid and reliable network of contacts through a wide range of sectors and industry verticals.

Mr. Bitton, founder and CEO, has vast experience in business development on an international level and operates an extensive network of business entities, governmental channels and opinion leaders. Cobi has extensive experience in standarization and standards issues, as well as into the Israeli Start-Up ecosystem and diverse business cultures.

In October 2016, Cobi was appointed as the CEO of Israel-Greece Chamber of Commerce.

WHO WE ARE

Team:

Mr. Cobi Bitton, Founder & CEO
Mr. Petros Fragis, Athens, Greece Branch Manager
Mr. Thanos Spanopoulos, Athens, Analyst
Mr. Marcos Shemaria, Mexico City Affiliated Office
Mr. Anton Matasek, Bratislava and Prague Affiliated Office
Mr. Miroslav Horvath, Bratislava, Analyst Affiliated Office
Ms. Sherry Tabori Korn, Project Manager
Mr. Alexander Danilov, St. Petersburg, Russia Branch Manager





MISSION

Offer, provide and implement business processes for the welfare and development of the organization's success in business and on an organizational level.

Generate commercial contracts between various parties in local and international markets.

Implement growth engines enhancing the organization's profitability.

INDUSTRIES AND EXPERTISE

- Traditional Industry Eco-system
- Security, HLS, Emergency Preparedness
- Startups Mentoring
- Healthcare Equipment & Services
- Automotive Technology
- Ag-Tech
- Innovation Eco-system Advisory
- JV's and M&A's

An aerial photograph of a complex highway interchange with multiple overpasses and ramps. A semi-transparent red rectangle is overlaid on the center of the image, serving as a background for the text.

GOALS

- Maximizing sales.
- Selecting strategic customers
- Company fit-in local partners.
- Mine clearance.
- Identifying growth engines.
- Positioning the organization marketing language with a focus on diverse business cultures.
- Positioning the organization and its suitability to achieve core objectives.
- Long-term relationships.

WHY

We at "INTEGRITAS PEOPLE & BUSINESS" (IPB) are aware and recognize the many dilemmas and challenges when developing and expanding business activities in Israel/foreign markets.

We guide our clients by identifying success inhibitors, stipulating attainable goals, aiding in the penetration of attractive markets and connecting relevant strategic partners.

WE OPEN DOORS FOR YOU!



WORKING PLATFORM

- Testing and analysis of current business situation overseas marketing and strategic partner options.
- Building strategy work.
- Performing tasks specified in the business development process and adapted during the product requirements / service.
- Management of ongoing operations, customer relationship management and reservations, contact monitoring to increase volume of sales.
- Representing foreign companies and businesses for their interests and on-going activities.
- Production of monthly reports on our activities is reported, as well as planning activities for the following month and quarter.



|With You

WHAT SETS YOU APART?

WHEN

IPB Added Values:

- Industry Specialty
- Creativity and Innovative Thinking
- Israel Eco-system Experience
- Domestic and International Partners, Colleagues and Decision Makers Network
- High Quality Sources of Connections and Decision Makers
- International Business Cultures Awareness
- Business Intelligence
- Standards and Regulations Advisory
- Business Tourism Meeting Point

BUSINESS RELATIONS NETWORK!

WHEN

Use External Consultancy Services When:

- To support development of strategy or facilitate corporate-wide initiatives or key priorities
- Do not have internal expertise
- Deep expertise is needed
- An outside, neutral perspective is important
- New, risky alternatives need validation from an outside expert
- Internal does not have status, power or authority to influence senior management or the culture
- CEO, President or senior leaders need coach, guide or an objective sounding board
- Initiative justifies the expense
- Project has defined boundaries or limits

TRANSPARENCY!

IPB consists on the principle of appropriate action for our customer's welfare. Our staff of experts will accompany the client onsite, one-on-one meetings and team discussions. IPB will meet prospective customers and partners for the evaluation of potential business and growth engine opportunities. We will coordinate activities with strategic partners, customers and investors in domestic and foreign markets.

CONNECTIONS!

A wooden desk with a pen, a small potted plant, and a notebook.

WHERE & WITH WHOM?

NOTABLE CUSTOMERS

FRUTAROM	ORANGE BLOSSOM VENTURES	RIDGE GLOBAL GROUP-USA	ENGELINVEST
BESADNO INVESTMENTS	ACCELIUM PRO INTEGRITY PARTNERS- SLOVAKIA	SUPERFOODS- GREECE	DIADIKASIA- GREECE
STEPAHEAD	INTERVYO	SKYSAVER INC. - USA	BLESSTIA LTD – CYPRUS
ALTAOILS - BULGARIA	FORMION - GREECE	PHARMACIA GUADALAJARA - MEXICO	

CONTACT US

Please call and / or @ to:
M:+972 50 266 8889
cobi@integritas.co.il

Write To:
INTEGRITAS PEOPLE & BUSINESS
Cobi Bitton, 17 Tabenkin Street., Ramat-Gan 5230260, Israel

www.integritas.co.il