

# British Service Providers Association

Specialist Resources  
for  
Transatlantic Business

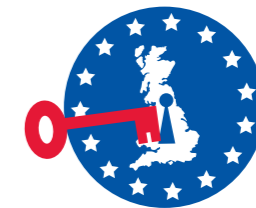
## Who we are

 The British Service Providers Association (BSPA) is a unique trade association dedicated to providing the services needed by companies looking to enter, or expand their presence in, European markets.

The Association is based in the UK, the country closest in culture, language and business practice to North America – and thus the ideal gateway to Europe.

Made up of a group of specialist suppliers rather than being one large, cumbersome company, the BSPA supplies services that are not just effective, competitive and individually-tailored, but delivered with a personal touch as well.

In addition, the Association offers the key benefit of making access to all services available through a single point of contact.



British Service Providers Association  
2 Bloomsbury Street, London WC1B 3ST  
United Kingdom  
e-mail: [info@bspa.co.uk](mailto:info@bspa.co.uk) • website: [www.bspa.co.uk](http://www.bspa.co.uk)

## Our services

The members of the BSPA, together with their associated networks of top-class preferred suppliers, offer an extremely broad range of services that includes:

- Acting as Authorised Representative for products
- Banking
- Business recovery
- Commercial and personal insurance
- Contracts of employment
- Design and implementation of employee benefits programmes
- Direct marketing
- Identifying agents and distributors, and other market entry support
- Identifying locations for, and setting up, new offices and facilities
- Integrated financial services, including company formation, accounting and audit, and taxation advice
- Internal and external corporate communication services
- Legal advice, including intellectual property rights and contracts
- Market research
- Marketing consultancy
- Meeting European CE Mark safety requirements
- Operating HR as a fully-outsourced department
- Property (real estate) services
- Recruitment
- Relocation consultancy and implementation
- Risk Management support
- Security consultancy and implementation

## Examples of transnational work by our members

Providing a range of services associated with opening a subsidiary of a US manufacturer in the UK, including:

- Advice on how the company should manage its affairs from a legal standpoint
- Registering the company to comply with tax regulations
- Managing payroll
- Producing monthly management accounts
- Supplying a full company-secretarial service

Managing Risk and advising on Testing and Regulatory compliance for an American manufacturer exporting pumping platforms for the power generation industry in the Netherlands, and in the UK.

Establishing and then running a 'virtual' Human Resources department for the UK employees of a Minneapolis-based IT company, including the establishment of a benefits programme (ultimately with share options),

employee communications and documentation, and HR support systems.

Providing regulatory management and European Authorised Representative support for a Canadian manufacturer of medical devices.

Developing and managing a rolling strategic, project management and move-management programme for a major US household and personal-care manufacturer and distributor with European head office in the UK. Services across a two-year period included:

- Refurbishing new head office buildings, with all associated staff moves
- Regular staff communications
- Strategic planning and validation of new country locations as far afield as the Czech Republic and Russia, where necessary selecting and then liaising with local business partners.

Arranging a marketing programme for a US city's economic development organisation, taking place in five UK cities in the space of five days, covering the whole process from development of contact database to event delivery.

Advising on and preparing UK and European agency and distribution agreements for US company – with particular regard to complex European Union Directives concerning competition and compensation for agents, including applicable case law decisions.

## The people we work with

We have good working relationships with arms of government such as:

- UK Trade & Investment
- Canadian High Commission, London
- Departments of Commerce in individual American states
- Office of the Mayor, Toronto

We also work closely with many other organisations which foster trade and inward investment, including:

- South Carolina World Trade Center, Charleston
- South Carolina Export Consortium, Columbia
- Canadian Service Providers Association, Toronto
- British-American Business Group, Atlanta
- Midlands International Trade Association, Columbia

In addition, we maintain links to banks, law firms, chambers of commerce, companies and individual business people in:

Alberta, California, Florida, Georgia, Illinois, Massachusetts, Minnesota, Nevada, New Hampshire, New Jersey, New York, North Carolina, Nova Scotia, Ohio, Ontario, Quebec, South Carolina, Virginia – as well as in the countries of the European Union.