



CROSSBORDER
PMI ADVISORS

Your Gateway to the World



Partnering with other consultants
and advisors





Crossborder PMI Advisors offers a win-win relationship with other consulting firms and advisors



Philip Blythe
CEO

At **Crossborder PMI Advisors**, our mission is simple: To help our clients succeed in cross border M&A. The key to crossborder success is to do the right deal, to pay the right price, and to manage your investment through realizing synergies, reducing risk through effective governance, managing people across cultures, and global leadership.

Crossborder PMI Advisors is a unique advisor to Japanese companies investing overseas, and foreign companies entering Japan. With over twenty five years of hands on crossborder experience, we help our clients navigate the many unknown challenges in crossborder M&A, and in particular help bridge the wide cultural gap which often gets in the way of progress and business growth.

We differ from other consultants in that we take a senior advisory role, leading our clients in the deal and process, providing education and training along the way. This is complimentary with other advisors, as we can support your efforts in an SME capacity ensuring that crossborder and cultural considerations are embedded in your delivery, and by working together increasing you bandwidth. In addition, we also turn to other consultants for functional support, and manpower support in our own projects. Working together provides a win-win relationship and most importantly achieves our number one priority: our clients success.

We present our service portfolio as a series on modules, our major service areas are set out below (please see our service brochure for details). Some of these may fall within your offering too, and respect this, but where not we are happy to collaborate with you. Please contact us on info@xbpmi.jp for further information. We look forward to working with you.

Illustrative Major Service Areas

Intercultural Advisory Services	Governance, Reporting and Risk Reduction
C-Suite Advisor and Corporate Training	Strategy and Synergy
Integration Management Set-up and Roll-out	Operational Improvement Assessment
Communications, People and Organization	Carve-Out Services
Day-one Readiness	Joint Venture and Strategic Alliances

Our Partner Programs

Direct Project Referral

Either in a senior executive advisor role or in your ordinary course of business, you identify an opportunity and refer this to Crossborder PMI Advisors. Your involvement in the opportunity is limited to the relationship, or the referral only. In this case we are pleased to provide you with an attractive referral fee.

Co-working agreement

You secure a project with your own client, and identify opportunities outside of your work scope, which can be undertaken by Crossborder PMI Advisors, and introduce us to the client to work together with you but contracted separately. Again referral fees apply.

Subcontract relationship

You secure a project with your own client and identify opportunities for co-working with Crossborder PMI Advisors, or you require SME support from us in cross-border areas. We work as a subcontractor to you. We offer attractive rates to you in order for you to secure a margin with your client, but no referral fee

Reverse subcontract relationship

Crossborder PMI Advisors secures a project, but requires either manpower support or specific functional support. We subcontract this work to you. We are also happy to undertake to refer opportunities to you, or co-work with you on projects originated by us on reciprocal terms to those above.

We are happy to work with you on a case by case basis, but prefer to document this in an Alliance Memorandum as a sign of our commitment. Please contact us for further information and discussion on: info@xbpmi.jp



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