

# GAZETTE

www.ducksinarowgroup.com

New York / Malmö / Stockholm

Instagram: ducksinarowgroup

## Market Entry and Growth Partner

### The US is a key market for many Scandinavian companies.

*Scandinavian products and services have an excellent reputation in the US.*

We offer to set up brand's own flagship e-com stores and wholesale.

Ducks In a Row targets brands seeking new markets for its growth, as well as brands already existing in the US looking for a new more efficient partner and new set up.

Sales strategies will be tailored to suit the brand and the demands of the market of today. All under care from the dedicated Brand manager.

The service offered will enable selected brands to get started, launch and to grow its business faster and easier with less costs and resources.

Our offices are located in Malmö, Stockholm and New York.

The Swedish office focuses on supporting the brands HQ on Swedish office hours.

The US office is responsible for the complete daily operation.

## We bring Scandinavian brands to the US From incorporation to last mile delivery...

*Get your ducks in a row with our flexible one-stop shop for all your US market entry and ongoing operation needs.*

We partner with premium Scandinavian brands to take advantage seeking US market entry, or those already present in the US looking of our Scandinavian reputation and reap the many rewards of operating in the US.

We will establish your presence in the US by incorporating your own legal entity that we then operate. Our skilled staff, encompassing experts in all relevant areas, can handle any of your market entry and ongoing operation requirements. We can fully customize and tailor growth strategies to suit individual brands and the changing demands of the market.

Our unique business model will enable you to easily set up your presence in the US, scale up and grow faster with less costs and resources than if you operated through distributors.

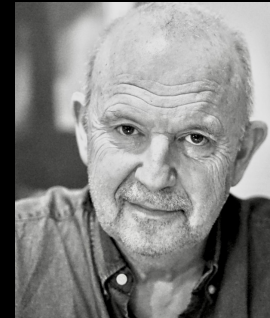
While we help you grow in the US and increase your profitability, you will, of course, have complete control of the P&L, brand identity, marketing and sales channels as well as owning all customer data and transactions. You will have a dedicated US team who will work on your behalf in very close collaboration with you.



**KICKI OLIVENSJÖ**

Head of marketing and active member of the board of directors.

Some 30 plus years in mainly retail and the fashion industry with H&M, Lindex, Åhlens and Peak Performance, Director of purchasing Management roles in Asia, various roles in product development. Board member of listed Swedish companies.



**JOHAN WIKANDER**

Co-founder and business development.

Long experience from international business, supply chain and retail sector. Previous experience include head of group logistics at H&M, Co-founder and CEO of 3PLTotal Logistik, Co-founder and VP of sales- and fulfillment company Johan&Johan in Shanghai.

### We'd like to meet you

We are a Swedish and American team of business experts with a vast amount of international experience. We can of course set up an online meeting anytime, anywhere. If you think we can be your US market entry and growth partner - we want to meet you – send us an email to: [info@ducksinarowgroup.com](mailto:info@ducksinarowgroup.com) and we will set up a meeting.

### Sales & Fulfillment Services

- **Market research** / Creating business strategies and sales plans.
- **Market entry** / Preparing compliance matters, registering brand's local company in US, trademarks and domains.
- **Operations & Sales** / Setting up and the operations of e-commerce, wholesale and retail.
- **Fulfillment & Logistics** / Incl. imports to US, warehouse, sales order admin and customer service, pick & pack, storage, returns and last mile delivery.
- **Accounting** / Invoicing, daily bookkeeping, controlling and KPI reporting.
- **Marketing & Branding** / Developing, executing strategies and PR-activities.