



join us at the next

MEMBER MEET MEMBER

networking event

Thursday, May 12
9h30 to 11h
Hotel Plaza Lisboa



Monsoon Consulting

Company Presentation & Client Showcase

Monsoon Company Overview



About Monsoon Consulting

We are an award winning digital commerce team building enterprise multi-channel **B2B** and **B2C** focused digital platforms.

Founded in 2000, today we have a team of over **60** digital experts who have helped our clients build successful and engaging **digital commerce & content platforms** serving their local, national and international customers.



Our Offices



Dublin
IRELAND



Kyiv
UKRAINE



London
UNITED KINGDOM



Lisbon
PORTUGAL



End-to-End Services & Expertise



**Ecommerce Business
Strategy & Consulting**



**Test Automation Consulting
and Development**



**User Experience, Responsive User
Interface Design & Consulting**



Support & Maintenance Services



User Research & User Testing



**Technology Administration
Training and Education**



**B2C & B2B Ecommerce Platform
Development & Systems Integration**



Web and Application Hosting



Customer Success



24/7 Monitoring Services





Adobe Commerce Cloud

Our Adobe Commerce Experience



First digital development company in Ireland to become an **Accredited Magento Solution Partner. Only Irish Magento Enterprise partner.**



Founder and organiser of Magento Meetup Ireland which brings together Magento developers, Merchants, Administrators and Search Marketers to network, share experiences and learn.



36 fully Certified Magento Developers.

6 Certified Magento Solution Specialists.

Magento 2 Trained Solution Partner



Our Integration Experience





Our Drupal Experience



Over **50 live websites** and applications running Monsoon Consulting Drupal Code.



Enterprise Partner for Acquia
Drupal Professional Services

Acquia **Certified Developers**



Sponsor at Dublin DrupalCon,
the main International Drupal
Event Organiser



Our Clients

PHARMA



RETAIL



GOVERNMENT/ PUBLIC BODIES



MANUFACTURERS / DISTRIBUTORS



FOOD & BEVERAGE



Why Monsoon?



Why Work with Us

- We're experienced consultants that help clients develop **Client Success** strategies to maximise the performance of their ecommerce platform
- **Track record** of delivering enterprise ecommerce for companies that operate in multiple territories, with multiple languages, currencies and brands
- **Experience** in delivering highly complex B2B/C platforms on Magento with tight integrations into SAP, MS Dynamics AX and NAV, OGL, Oracle NetSuite and Sage200 and many other legacy and custom ERP and order management systems
- Experience in **user research and user experience design** in a B2B & B2C context.



“

“Monsoon Consulting’s Commerce technology powers over **€700 million** in transaction value per annum for our clients around the world.”



Thank you.



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IRELAND
PORTUGAL
Business Network

yunit
Consulting

/ Who am I?



andrea.jotta@yunit.pt

I'm married and I have 2 beautiful boxer dogs, one with 10 years and the other one with 1,5 years, Prada and Petra. In addition to being a compulsive reader, both in Portuguese and Spanish, I try to maintain my weekly running routine.

I am a people person and I energize myself in the beach and travelling. I graduated in International Relations, but life brought me to the area of customer relations and marketing.

I went through institutions such as UNESCO, the Ministry of Finance, the Information and Franchising Institute and the Portuguese Chamber of Commerce and Industry. I attend an Executive Program in Strategic Communication at Católica Lisbon School of Business and Economics and a Master in Training Management.

Since July 2021, I have embraced the direction of Marketing and Partnerships at Yunit Consulting.

Our purpose



// **Helping companies taking better decisions** to promote their **growth** and **competitiveness**.

// **Generating value** for partners and companies, through our distinctive skills.

Differentiating factors



// Combination of a diversified team: we offer to our customers a wide range of different knowledge areas and skills combining management, finance, economics, engineering, biology, nanotechnology, etc.

// Proximity and empathy: the fact that we are also an SME which makes us more aware about managers' pains, dreams and ambitions.

/ Who we “formally” are?



// Management consultancy company focused on supporting **SMEs’ financing and investment projects.**

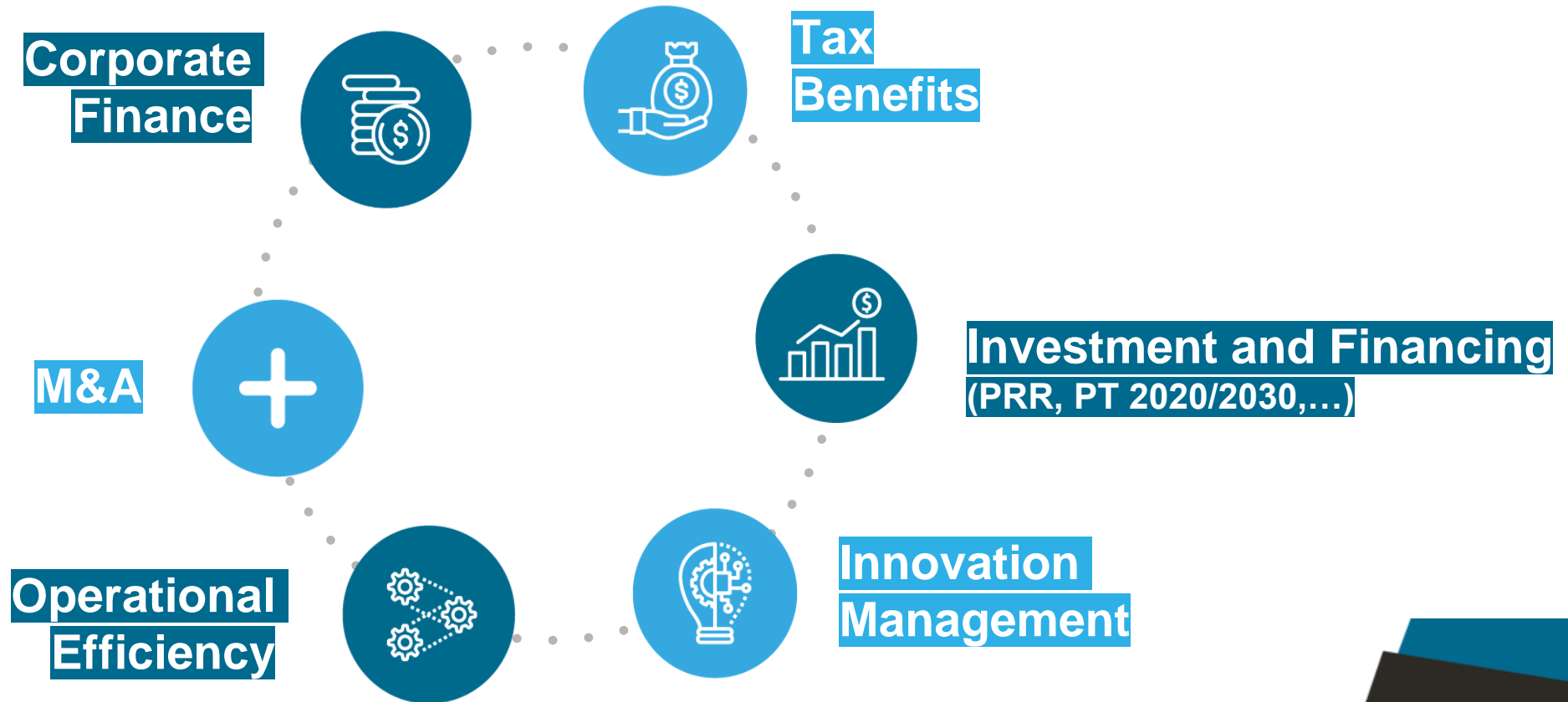
// Aim to be present in the **moments of change and transformation**, across all business process **since** **estrategic reflection to implementation and execution.**

// **+ 35 employees**

// **Nationwide presence** (Offices in Lisbon and Oporto)

// **Helping companies since 2010**

Core competences



Added value



+ 600

Engage and Active
Customers



+ 700

Executed Investment
Projects



+ 750 Million

€

Value of Submitted Projects



+ 81%

Average Application
Successful Rate

/ Institutional Partners



CÂMARA DE COMÉRCIO E INDÚSTRIA
LUSO-CHINESA 葡中工商會
PORTUGUESE-CHINESE CHAMBER OF COMMERCE & INDUSTRY



**IRELAND
PORTUGAL**
Business Network



/ Our challenge



**Your vision brought you
here today.**

**How far will we take your
company to?**



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eterna
INTERNATIONAL

Rich in Traditions. Built on Trust. Pushed by Innovation.



Eterna started as a humble wealth management firm established in Canada in 1928. Since then, it has grown into a sophisticated financial conglomerate managing assets for very select clients demanding utmost confidentiality and tailored services.

Eterna International, a division of Eterna Financial Group, is borne out of this unique wealth management heritage and is now responsible for providing specialized global mobility services to wealthy families.

*We stand by your side as your faithful advocate to support you
at every step of the way, no matter what happens.
This is our promise!*

ABOUT ETERNA

Eterna manages over €2 billions in assets and offers a complete range of diverse financial services suited to the specific needs of our private and institutional clients including :

- Investment management
- Financial and estate planning
- Financial security and insurance
- Retirement and pension plans
- Mutual fund dealer services
- Trust services



ETERNA IS A FINANCIAL
CONGLOMERATE THAT INCLUDES

ABOUT ETERNA



**€1.6 Billion
Under Management**

**1000+
Granted
Visas**

**7
Global
Offices**

**500+
Business
Acquisitions**

**€250+ Millions
Raised in
Donation**

**90+
Years of
Experience**

*Support adapted to your reality, based on integrity, discretion
and excellence in the services provided.*



Pierre-Marc Lecompte



COO of Eterna International

Member of the Quebec Bar Association since 2004. He Co-founded an immigration law firm in Hong Kong in 2010 and is among the most experienced immigration lawyers in the wealth migration industry.

In 2012, Pierre-Marc founded World Business Consulting which merged with Eterna International in 2019.

Pierre-Marc has helped hundreds of people to immigrate to Canada Ireland, Portugal and the USA. He is also at the forefront of the development of specialized wealth migration methodologies and products

Brian Farrell



Head of Investments & Projects

Brian, qualified civil engineer has managed construction projects up to €50m in contracts value, across the residential, commercial, and energy sectors.

His experience covers the complete life cycle of our investment projects from inception to completion, through design, planning, financing and construction with particular focus on risk management and project financing.

Brian's focus is on identifying new projects, risk analysis, and monitoring of the construction process on behalf of our company in Ireland and Portugal.

Our Projects



eterna
INTERNATIONAL

Our company is currently active in Ireland, Portugal, and Canada on Endowment and Immigration Investment “Golden Visa” projects.

Porto - Projects



We recently completed two projects in Porto, one on Passo Manuel and one on Il Defonso, just in the middle of the historic center.

We are now starting our 3rd Project located a few blocks away on Largo do Padrao.

We re actively seeking new Hotel and ApartHotel projects across Portugal and looking to find experience partners.



T h a n k y o u



P o r t u g a l i s w a i t i n g f o r y o u



YOUX

Redesign Reality

**WE ARE A COMPANY
FOCUSED ON
UX/UI
DESIGN
AND
AR
SOLUTIONS**

We are
USER
CENTRIC
LOVERS



**IRELAND
PORTUGAL**
Business Network

We do UX/UI

FOR USERS OF WEBSITES . ECOMMERCE . SOFTWARE . MOBILE APPS



UX RESEARCH . IDEATION . UX AUDIT PROTOTYPING . USABILITY TESTING

**UX in your
business**

**IMPROVE
USER
EXPERIENCE**

**IMPROVE
ENGAGEMENT
AND
COSTUMER'S
SATISFACTION**

**INCREASE
CONVERSIONS
AND
PERFORMANCE
METRICS**

On the field of Augmented Reality (AR), our experience as UX designers led us to move from AR apps towards WebAR, seeking to simplify experiences and enhance results, as we can see on the next screens.



WebAR for Sales and Ecommerce (from browser no app instalation needed)

SELL MORE EVERYWHERE



AR from QR code or link in case of smartphone users





AR for Industry 4.0

BE AWARE EVERYWHERE



SOFTWARE AVAILABLE ON 3RD QUARTER 2022



Thank You!

YOUX

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ETHICAL ATTITUDE

PROFESSIONAL EXCELLENCE

SOLUTION-FOCUSED ADVOCACY

A photograph of an outdoor paved area. On the left, there is a large, dense green shrub. To the right, there are concrete steps with a metal railing. The ground is paved with light-colored square tiles. A blue mosaic tile design, possibly a logo or decorative element, is visible on the ground near the steps. The scene is brightly lit, with shadows cast across the pavement.

We are a boutique law firm
that helps its clients to
overcome their obstacles
and reach their objectives



What sets
us apart ?



- We have dually qualified Portuguese lawyers and English solicitors
- We create strong relationships with our clients based on confidence, trust and loyalty
- We follow closely the corporate and personal side of our clients' lives

- We have experience in a full range of legal services
- We provide timely replies to our clients' queries
- We have a transparent and fair fee approach





- We provide regular training to our lawyers
- Our aim is to grow in a consistent way
- We use the most updated technology to safeguard the security of our IT system
- We promote social responsibility and sustainability

*"Everyone is the architect
of their own happiness."*
Joseph Pilates

And...

We have our own
Pilates studio



Our
clients
are our
priority



AREAS OF LAW

- Corporate
- Private



Our client's business

- Administrative Law
- Commercial, Contract and Regulatory
- Litigation, Arbitration, and Insolvency
- Tax
- Real Estate, Lease and Planning
- Employment
- Industrial and Intellectual Property
- Data Protection and Privacy
- Corporate and M&A



Our client's family

- Administrative Law
- Certificates of English Law
- Litigation, Arbitration, and Insolvency
- Family and Children
- Tax
- Immigration
- Real Estate, Lease and Planning
- Employment
- Industrial and Intellectual Property
- Data Protection and Privacy
- Notary and Registration
- Succession



Committed
to
excellence!



www.tpalaw.pt

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ALULINE PORTUGAL

SPECIALISTS IN DRAINAGE
AND ENVIRONMENTAL SOLUTIONS

Sthefanus Ribeiro, Business Development Manager

SPECIALISTS IN GREASE MANAGEMENT SYSTEMS



We create solutions adapted to your business, from the smallest commercial establishment to large multinational companies, find out why you should choose Aluline's grease management services.
www.aluline.pt





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