



STARTING TO DO BUSINESS IN THE UNITED STATES

Strategies for Market Entry and Techniques to Minimize Risk

Wednesday, November 11, 2015 | 13:00-16:30 EST

TechnEnter, Linz

Program Description

While the U.S. and Austria do a great deal of business together, their legal systems are very different. There are tax issues that must be addressed. The American court system seems expensive and burdensome. And, decisions such as how to start or where to locate are often difficult. This program will make your decisions easier.

Whether you are a software company that wants to distribute its product in the U.S. or an established manufacturer that wants to set up a facility in Atlanta or Chicago, this seminar will help you avoid major mistakes and will reduce the stress of "Going to America".

Topics to be addresses will include:

- How to avoid risk to the Austrian parent company when setting up a U.S. entity.
- Why U.S. contracts are so long (and why that may be a good thing)?
- U.S. Courts? Don't worry!
- Sound tax planning strategies.
- How do I start? Where do I locate?

This program is a must for anyone that wants to do business in or with customers in the U.S. and North America.

Presenters

The presentation will be held by Stephen Dorvee of Arnall Golden Gregory LLP in Atlanta, Georgia and other professionals.

Arnall Golden Gregory LLP is a major Atlanta firm that has a history of helping small businesses grow and large businesses flourish. For over sixty years, Arnall Golden Gregory has helped companies from throughout Europe start and expand their U.S. presence. The firm's 150+ lawyers currently serve well in excess of 300 European businesses, many in the software and high tech realms. They handle everything from crafting contract terms and conditions for businesses that do not need a location in the U.S. but want to sell there, to setting up U.S. distributorships, to assisting its clients with site selection and the construction of manufacturing facilities. The firm also offers a full range of immigration services.

Stephen Dorvee has practiced law for over 33 years, is the Co-Chair of the Firm's Global Commerce Practice and is also the founder of Arnall Golden Gregory's Intellectual Property Protection Practice. Over the years he has helped numerous software, hardware, medical products and other high tech companies protect and exploit their devices and products.

Unlike many attorneys who talk about doing business in the U.S., he has spent a great deal of time litigating in courtrooms throughout America. Thus, he brings a unique perspective to deal making. He knows what sort of clauses and hold up in a court and what do not. He knows what risk reduction techniques actually work not only "on paper" but in the business world. And, at least as significantly, he knows how to keep his clients out of court.

Registration

Cost: 30 EUR

For further information or to register, please contact:

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We hope to see you there!
