



**Strategic Global Expansion | Regulatory Compliance | Sustainable Trade**

# **Services Catalog 2025**

**[www.millanandayala.com](http://www.millanandayala.com)**

**North Bethesda, Maryland. USA**

# Who We Are

Millán & Ayala International Consultants are experts in facilitating international trade relations, serving as strategic partners for businesses, governments, and organizations navigating the complexities of global commerce. Our core strength is guiding clients through intricate trade policies, optimizing global supply chains, and fostering sustainable trade practices. We deliver comprehensive solutions grounded in deep knowledge of international trade agreements, risk assessment, and market analysis, ensuring our clients thrive in the global arena.

**1**

## **Global Trade Expertise**

Extensive experience in international markets, trade agreements, and cross-border transactions, enabling seamless global commerce.

**2**

## **Regulatory and Trade Experts**

In-depth knowledge of regional FTAs, regulatory compliance, and standards, ensuring adherence to international norms.

**3**

## **Custom-Tailored Strategies**

Personalized solutions to accelerate international growth, manage risks, and optimize trade relations for maximum impact.

# Our Services

## I. Internationalization

Helping businesses expand into global markets with strategic insights and regulatory expertise.

1

### Market Intelligence and Risk Assessment

- Market research and sector-specific analysis
- Identification of entry barriers
- Competitive benchmarking for global positioning

2

### Supplier and Customer Audits (U.S. & Latin America)

- On-site and remote audits to assess quality, reliability, and compliance

3

### Soft-Landing Services (U.S. & LATAM)

- Company structuring & registration
- Business development support for new market entrants

4

### Risk Tracking Matrix

- Customized tracking tools for economic and trade risks
- Data-driven analysis of supply chain vulnerabilities
- Economic and regulatory monitoring for key trade regions



# Trade Policy and Regulatory Compliance

Ensuring compliance with international trade agreements, customs regulations, and risk management best practices.

1

## Trade Policy and Compliance Advisory

- FTA optimization (US-Colombia FTA, Andean Community, Pacific Alliance)
- Customs duty reduction strategies
- Regulatory impact analysis for exporters/importers

2

## FDA Registered Agent Services

- Regulatory support for foreign food and cosmetic manufacturers entering the U.S. market
- Label review & plant registration with the FDA
- Acting as an official U.S. representative for FDA communications

# Supply Chain Resilience

Enhancing efficiency, reducing risks, and improving resilience in global supply chains.

1

## Current Supply Chain Analysis

- Efficiency assessments to identify bottlenecks and risks

2

## Nearshoring and Regionalization Strategies

- Evaluating cost-benefits of moving production closer to end markets
- Strategic planning for reducing dependency on high-risk suppliers

3

## Continuous Optimization and Risk Management

- Ongoing monitoring of supply chain performance
- Adjusting trade operations based on market trends and economic shifts

# Foreign Direct Investment

## FDI Advisory

Helping investors, companies, and governments navigate international investment opportunities.

- Market Feasibility Studies – Identify profitable sectors and assess risk for investors.
- FDI Incentives & Taxes – Help investors navigate on government incentives, tax credits, and free trade zones.
- Investment Risk Analysis – Political and economic risk evaluations for investment security.
- Strategic Site Selection – Identify the best locations for investment.
- Investor Relations & Government Liaison – Facilitate discussions between foreign investors and local authorities.



# Tourism Development & Destination Branding

- Helping governments and private sector stakeholders develop sustainable tourism strategies.
- National & Regional Tourism Strategies – Develop plans to increase international tourist arrivals.
- Destination Branding & Promotion – Position destinations globally through digital campaigns, PR, and investor engagement.
- Sustainable & Eco-Tourism Development – Implement environmentally responsible tourism models.



# Knowledge development, training and Capacity Building

Empowering businesses with the knowledge needed to succeed in international markets.

- Export competitiveness Training Programs
- Regulatory Compliance Training
- Corporate Strategy Workshops
- Blog ([www.millanandayala.com](http://www.millanandayala.com))



# Why Choosing Millán & Ayala?

- 1

Regional Expertise

Over a decade of experience in trade policy, compliance, and investment strategy
- 2

Data-Driven Insights

Custom risk tracking and market intelligence tools to drive decision-making
- 3

Comprehensive Support

From market entry to compliance, sustainability, and digital trade solutions
- 4

Proven Track Record

Successful partnerships with governments, private sector, and international organizations

## Industries We Serve

SMEs & Exporters | Government Agencies | NGOs & International Organizations | Corporate Investors.

## Our Clients

<div>Manufacturing</div> <div>Magnetron, Celema, Congrupo, Ciamsa, Industrias Greco, Soley</div>
<div>Agribusiness</div> <div>Ingenio Manuelita, Ingenio La Cabana, Ingenio San Carlos, Ingenio Riopaila, Ingenio Risaralda, Ingenio Mayaguez, Ingenio del Cauca, Ingenio Castilla, Ingenio Providencia, Ingenio Pichichi, Ingenio Carmelita</div>
<div>Associations</div> <div>AMCHAM Colombia, ANDI, BASC COLOMBIA, ASOCOLFLORES, UNIVERSIDAD EAFIT, US COLOMBIA BUSINESS PARTNERSHIP</div>

## Our Allies

### ▼ Strategic Partners

Collaborating with experts from VALI CONSULTORES (CO, PE, EC, BR), ARAUJO IBARRA (CO), FAIRBRIDGE (US), LEGNA COMMUNICATIONS (US), RUTA GLOBAL (MX), COEX CORPORATION (LATAM), FACTUM GLOBAL (US)

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