

TRADE WITH ITALY

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IACC MEMBER PROFILE:

QUINTET PARTNERS AND THE IACC

Trade with Italy magazine from time to time will feature articles on business partners of the Chamber. These are companies or individuals with whom the Chamber has maintained a long lasting relationship in order to promote and market Italian products in the US markets.

Quintet Partners joined the Italy America Chamber of Commerce this past September 2015 and we would like to formally introduce ourselves to the Chamber and its members.

We are excited to become integral and enthusiastic partners and friends to the more than 300 other esteemed members of the Chamber.

We look forward to forging relationships, both personally and professionally, in an organization that has a distinguished 150 year record of creating lasting bonds amongst its associates while building enduring ties between Italy and the United States.

What Quintet Partners brings to the IACC is a wholly unique and singular business platform that, to our knowledge, does not exist anywhere else in the United States.



Quintet Partners Global Advisory Services

Quintet Partners is a specialist in double digit cost savings and efficiency for corporations, firms, businesses, organizations, municipalities and also entities such as charities and universities.

Through a generally no cost, no fee, non-retainer (mostly vendor compensation) structure, there is no downside risk to the client. The client does not engage, hire or retain Quintet Partners as a consultant (i.e., no consultant fee or retainer), the work is off-site and non-obtrusive and the client has essentially zero resource expenditure in terms of time, effort, money and personnel.

Our distinct business model which has been embraced by many corporations over the past fifteen years and is endorsed by GE Capital, focuses on seven key services that are critical for most organizations. Quintet Partners cost reduction and efficiency expertise is in: Telecom and Technology, Insurance, Energy, Merchant Card Services and Logistics / Freight.

Additionally, our Financial Services division broadens our offering by assisting our clients in securing their necessary financing. We initiate, negotiate and help close transactions to our clients' advantage and act as their banker and team member.

We provide the experience and knowledge to service our clients with finance requirements, conducted with a customized approach and an expeditious solution. Our negotiating expertise and institutional relationships at the owner and most senior levels allows us to satisfy the needs of our clients across a

broad range of financial services including services such as working capital lines, seasonal facilities, letters of credit, revolving lines, asset based lending, factoring, long term debt, and bridge loans.

Quintet Partners, through our no cost offering is perfectly positioned to assist domestically and internationally based companies in both refining their existing business practices and cost structures as well as capitalizing on new and emergent markets and opportunities.

Moreover, we welcome the opportunity to work and partner and grow with start-up businesses in all sectors to assist them in initiating their development and evolution in a cost efficient and productive manner from the ground floor and beyond.

Within our partnership, one of our partners, Gene Cordiano, has had a 30 year relationship with the Italian Trade Commission and in his former role as executive vice-president at Bank of New York, had a sizeable portfolio of Italian owned entities. In keeping with that tradition, Quintet Partners would like to contribute to the notion that the platform provided by the Italy America Chamber of Commerce can serve as an exceptional incubator of idea flow, corporate connectivity and lasting friendships.

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