

GO GLOBAL!



## HOW TO START A GLOBAL BUSINESS!

The survival rate of “Born Global” companies is much higher than the rate of companies focusing only on local markets.

Two speakers from promising companies: Vopium A/S and Danfoss IXA A/S will reveal their formulas on how to go global.

### VOPIUM A/S

Vopium has developed cheap software for telecommunication and has today more than 1 million users and recently raised 100 million DKK in venture capital. “It all started locally, soon after we went to Norway, and today we are world wide says Tanveer”.

Tanveer Sharif is the Managing Director for Vopium A/S. Vopium has activities world wide. The Department of Management is located in Copenhagen with 15 employees and the Department of RD is located in Lahore,

Pakistan with 65 employees. Besides Tanveer has been a politician and is nominated for this years integration reward for business leaders with a foreign background.

### DANFOSS IXA A/S

Danfoss IXA A/S - a new cleantech company spun out from Danfoss in 2009. Danfoss IXA has developed a revolutionary sensor technology.

Danfoss IXA was awarded the Venture Cup prize 2009 for being Denmark’s best cleantech start-up, won 3rd prize the 2009 Global Cleantech Open in Silicon Valley and was nominated for the Climate Cup 2009 innovation prize. CTO Jens Møller Jensen sais “A strong business case, innovation and a global mindset are the keys to success”.

### FOR MORE INFORMATION

Business Advisor, Giovanni Orio,  
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## TIME, PLACE & SIGN UP

Tuesday, Nov 16th, at 16.00-19.00  
CBS, Auditorium 201 – Solbjerg Plads, 2000 F  
Sign up: [www.kk.dk/erhverv/business](http://www.kk.dk/erhverv/business)

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**16.00 INNOVATION AS THE KEY TO SUCCESS**

By/ Jens Møller Jensen

Jens Møller Jensen will focus on how to create a powerful business case, how to build a strong team and how innovation and a global mindset are keys to success.

**17.00 VOPIUM'S GLOBAL ADVENTURE**

By/ Tanveer Sharif

Tanveer Sharif will focus on his international background, how it all started, internationalisation, strategies, venture capital, building and running an international organisation, global mindset etc.

**18.00 FREE ADVICE**

After the session a counselling team will help you through Q&A's on how to start an international business in Denmark.

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