

Successful members share their story

Members from across Europe and the UK have been working together on a new business development initiative to help further opportunities and build business for each other

The idea to establish a new initiative that can help further opportunities and build business for members was first promoted by MGI European member firms, Studio Pragma (Italy) and Knobel Beltzer Soraya & Co. (Israel) at the 2017 European Eastern & Mediterranean Circle Meeting in Prague last year.

It was at this meeting where fellow members Milsted Langdon LLP (UK) and BPO Audit Tax (Hungary) quickly saw potential and immediately came on board.

“The idea is very much in its infancy”, says Francesco Bartolucci, Managing Partner from member firm Studio Pragma in Italy.

“We knew that we needed to show the potential of the available opportunity and Simon Rowe, Partner from member firm Milsted Langdon LLP in the UK found an effective way to do this” he continued.

It was then at the 2018 Marrakech meeting in Morocco where the initiative started to gain momentum and generate great interest.

Simon Rowe says, “We all say we want to collaborate more. This new initiative is one idea for how we can start creating opportunities and building business for each other in other parts of the world, by being a bit more proactive about it.”

Member firms Studio Pragma (based in Fano and Rome, Italy), Knobel Beltzer Soraya & Co. (based in a Tel Aviv, Israel), Milsted Langdon LLP (which has offices in London, Bristol, Bath, Yeovil and Taunton), BPO Audit Tax (based in Budapest, Hungary), and more recently Revideco AB (which has offices across Sweden in Stockholm, Skellefteå, Jonkoping and Goteborg) are now working together to establish this initiative.



“We all say we want to collaborate more. This new initiative is one idea for how we can start creating opportunities.”

Simon Rowe, Milsted Langdon LLP, UK

MGI Member Firms involved

Studio Pragma	Fano, Italy
Knobel Beltzer Soraya & Co.	Tel Aviv, Israel
Milsted Langdon LLP	London, UK
BPO Audit Tax	Budapest, Hungary
Revideco AB	Stockholm, Sweden

How the initiative will work

With this initiative still in the early stages and the process being developed, the idea is very simple.

Interested MGI Worldwide member firms that are looking to further opportunities and build business together, will soon be able to participate by accessing information in the **mgeworld.com** member area online in a new business development section.

The idea is that each firm will input a list of countries where a parent company or subsidiary that they work for is also operating or has interests, and fellow members operating there will be able to put themselves forward and start conversations with each other.

More cross-referrals

Referrals among member firms come in many different guises. With this initiative participating member firms can highlight potential opportunities in advance of a client need or enquiry arising and therefore can help encourage firms to become more proactive.

The higher the number of firms wanting to be involved, the greater the number of opportunities that are likely to be generated.

Simon continued: "Even if we only convert ten per cent of the opportunities generated, it is still a big positive for us and for MGI Worldwide. It opens conversations between member firms, starts the process of firms collaborating more and, if nothing else, shows our clients that we do have the capabilities to link into other expertise from outside our firm to further support clients in other parts of the world."

Want to get involved?

MGI Worldwide members interested in learning more about this initiative and how to get involved can contact Simon Rowe for more information at srowe@milsted-langdon.co.uk

Get in touch

Do you have a Member Success Story that you would like to share?
Contact maxine.brock@mgeworld.com

Find more news from MGI Worldwide online at www.mgiworld.com/newsroom

"Opportunities are out there for everyone to see and they are on a first-come, first-served basis.

This initiative has already highlighted 170 opportunities."

Thank you to MGI Worldwide members:



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