

## MGI Worldwide with CPAAI Member Success Story

# A successful collaboration connects three MGI Middle East & North Africa firms in 3 countries to satisfy the requirements of one common client

MGI Worldwide with CPAAI's Qatar-based member firm MGI MAA, shares the story of how they successfully recommended their client, Abensal LLC, to other members across the region.

### **MGI MAA refers its client to Dubai member firm MGI Salim Rajkotwala & Associates**

After receiving a high standard of service from MGI MAA in Qatar, Abensal LLC were eager for their head office accounts in Dubai to be managed by a fellow MGI firm. Khalid Al-Laham, managing partner at MGI MAA explains the referral decision "Abensal's main office is in Dubai, so I suggested that they transfer their work to MGI Salim Rajkotwala."

Despite the diplomatic crisis between Qatar and UAE, Abensal LLC has been a client of MGI MAA's for more than 5 years.

Following the introduction, Faiyaaz Rajkotwala, partner at **MGI Salim Rajkotwala & Associates**, met with the Managing Director of Abensal LLC. Faiyaaz was highly impressed by the quality of their records: "I had a meeting with Ms. Nathalie, the Managing

Director. She was extremely professional, and her accounting staff had maintained excellent records, which is not common in SMEs in the UAE. I knew when I reviewed the accounts that we would work well with the client."

### **A third MGI Worldwide network member is referred to Abensal to assist them with the required local guidance for the setup of their new office in Jeddah**

Three years later, at the end of 2019, Abensal approached MGI Salim Rajkotwala & Associates with regard to the setting up of a new office in Jeddah (KSA). Faiyaaz contacted Khaled Al-Bassam, Managing Partner at Saudi Arabia-based **Al-Hamli & Partners Co. CPA & Consultants** who confirmed his interest in meeting with the client and assisting Abensal with the expansion of their business into Jeddah (KSA).



**AL-HAMLI GROUP**  
CPA & CONSULTANTS

**mgi maa**

**mgi salim rajkotwala**  
CHARTERED ACCOUNTANTS

Khaled Al-Bassam established conversations with the client to agree on the required guidance and support for the setting up of the new office. "We had an advisory meeting with the client who wanted to know about all procedures needed to start a business in Jeddah (KSA). We discussed the local regulations, taxes, registration process and organization for Social Insurance."

After the new office assignment is concluded, Al-Hamli & Partners Co. will then offer Abensal's branch in Jeddah their professional services in the areas of audit, assurance and taxation services.

### Client satisfaction

Abensal is very happy with the support and guidance they have received from the three MGI MENA member firms involved in their branch expansion project, and so are **MGI MAA, MGI Salim Rajkotwala & Associates** and **Al-Hamli & Partners Co. CPA & Consultants** for their contribution to providing their client a good quality service.

This successful example of collaboration between MGI Worldwide with CPAAI global accountancy network and association member firms in the MGI Middle East & North Africa highlights the power of belonging to an accounting group that encourages its members to support each other, enabling them to provide a client with the full service they require.

### About MGI Worldwide with CPAAI

MGI Worldwide with CPAAI is a leading top-20 international network and association of over 10,000 audit, accounting, tax and consulting professionals in some 460 locations around the world.

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*"I knew when I reviewed the accounts that we would work well with the client."*

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#### Get in touch

Find an MGI Worldwide member firm near you at [mgiworld.com/find-a-member](http://mgiworld.com/find-a-member)



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