

Webinar for Spanish companies

Opportunities in the Israeli Infrastructure projects market

Totaling more than one billion euros

On Tuesday, October 14, 2020, at 10:00 am (Spain time). AUREN Spain and AUREN Israel will jointly host a Webinar about business opportunities for Spanish companies that want to take part in infrastructure projects as part of significant government tenders and private projects in Israel.

The total volume of tenders is over € 1 billion when **projects start at an average of 1 to 5 million euros** and can also reach large projects of 25 million euros and more.

AUREN's professional team will explain the processes of business development in Israel, winning government tenders, business operations in Israel, and the right way to get the profits back to Spain.

The areas in which you can find tenders and projects in Israel in the coming year include these participates:

- Building and construction
- Roads, tunnels, trains
- Transportation
- Road Safety
- Energy
- Environmental
- Communications
- Defense
- Health

The webinar plan (about 1 hour):

The topics of the webinar (A lecture of an hour):

- Opening Remarks *by M. Eugenia Bailach and Ofir Angel*
- **Business Development in Israel** *by Amir Kahani*
 - How to identify the project that suits me
 - Tender procedures
 - Do you need a local partner, or is it better to work independently
 - Expected investments in the areas of infrastructure
 - Lack of engineers in Israel
- **Case studies and our experience** *by Ofir Angel*
 - Glass cladding for buildings, small project
 - Luggage sorting line, medium project
 - Air purification for the electricity company, a big project

- **Bringing back the profits to Spain** by *Lluís Basart*
 - Case study: ETVE structure

Q&A panel with Auren experts:

- Carlos Hernández Carmona
- Amir Kahani
- Lluís Basart
- M. Eugenia Bailach
- Ofir Angel

Our experience in the benefits of your success:

Auren Israel puts at your service the **vast experience gained over the past two decades** in accompanying companies to business success in Israel.

Our service places us as your business partners for success. Our business support is comprehensive, from business development, compliance, and ongoing organizational management, to the transfer of profits back to your home.

The experience gained by our multidisciplinary team of experts in **dozens of diverse projects** allows us to assist in your success. Our professional team consists entirely of experienced professionals. For each project, we appoint a senior partner and a client portfolio manager who centralizes all the challenges and solutions for you.

Links to additional material on the subject:

<https://auren.com/il/>

- [INFRASTRUCTURE PROJECTS: GREAT BUSINESS OPPORTUNITIES](#)
- [THE REGISTRATION OF A FISCAL REPRESENTATIVE OFFICE IN ISRAEL](#)
- [THE ALTERNATIVES WHEN STARTING A BUSINESS IN ISRAEL](#)
- [BUSINESS DEVELOPMENT](#)

Thank you very much, and good luck!