

# case study

## Financial and Professional

**Company:** Regalead

**Location:** Sharston  
Manchester

Business Link Northwest guides local companies to the free and impartial information and support that is available through the Enterprise Europe Network (EEN). Hosted by Business Link Northwest, the EEN is part of the official European Union business support network and helps companies take advantage of the wealth of business opportunities across Europe. EEN offers four main services; Research and enquiries, business opportunities, news alerts and a public procurement service, Tenders Electronic Daily (TED).

Getting to the heart of a foreign market can be challenging due to language barriers and legislation, but with a presence in 46 countries and 280 cities, the EEN service has its finger on the pulse of what is happening in Europe.

### About Regalead

Regalead is a supplier of products associated with creating decorative glass features on windows, doors, conservatories, room dividers and furniture. The Manchester based company currently exports to 73 European countries and is always looking for new opportunities to further expand.

### The Enquiry

EEN was contacted by Regalead in July 2008 as it needed to obtain a list of UK legal firms that employed lawyers with a sound knowledge of the Italian legal system and the ability to speak Italian.

### The Solution

Enquiries of this nature can be time consuming for businesses, often requiring extensive research to find companies that meet such a specific criteria. The EEN supplied Regalead with a comprehensive list of suitable companies, and as a result the company has secured the services of a firm based in Manchester.

Stephen Clough, Finance Manager at Regalead said: "The information provided to us via the EEN with was very useful and saved us a lot of valuable time researching the area ourselves. We were immediately able to contact people who met the criteria we specified."



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