



International Project Business Challenges

Engineering and plant construction is one of the largest industrial sectors in the world, and one of the most important employers in Germany. As producers of investment assets, there is a strong emphasis on export. The palette of engineering and plant construction-related products ranges from the production of individual components in serial production to the development of complex, customer-tailored production plants, often including other context-related services. Due to the complex relationship between engineering and plant construction enterprises and their vendor suppliers and customers, the sector is characterized by a strongly dispersed range of vertical manufacturing.

Structuring and executing projects in an international context is subject to very specific legal and tax requirements. Failure to observe these requirements can lead to a loss of reputation of the acting enterprise, their exclusion from public bids, or to other substantial legal and economic concerns. In the worst case, it can lead to criminal proceedings for the individuals actively involved. Mitigating these risks is a substantial part of the efficient project management of cross-border projects

How can such risks be prevented?

The following measures can be taken to protect enterprises from the risks stated above:

- Obtaining specialist know-how with regard to international and domestic legal provisions
- Determining workable concepts for the execution of project business in a respective country ("Country Project Concept")
- Obtaining comprehensive and consistent project consulting for all affected areas of law
- Obtaining support with the administration of permanent establishments abroad

Some enterprises may be challenged to carry out these measures with their existing internal resources alone.

Setting up an "IPC" for International Project Business

Our IPC Team offers the perfect solution for the hurdles faced in international project business structuring. Our solutions have been tried and tested through years of practical experience, in which we have developed coordinated concepts that consider all necessary legal areas.

Before issuing advice on foreign legal provisions, we align our comprehensive project concepts with our foreign Alliance and Cooperation Partners, to make sure that they are current and correct. Your benefit is having one single point of contact, who can assist with all aspects of your coordinated tax concept.

Our Services

We offer both project-related consulting and inhouse process support:

- Creation of tax concepts for your project, in which all areas of law have been aligned
- Ongoing consulting from the bid phase through to completion of the project
- Supply Chain Management
- In-house process support

- Support in defining, optimizing and creating company-internal processes and interfaces to ensure smooth execution and coordination between the relevant departments (including an IT-Tool for managing international project business, internal guidelines, and training)
- Co-Sourcing of processes with WTS, to the extent that insufficient processes or capacities are available in the company

We will be pleased to tailor our service portfolio to suit your individual requirements.

Our Experience

WTS has many years of experience with providing advice to international construction and engineering enterprises. We have:

- A highly qualified team with experience from working as tax functions of large group companies in the industrial sector, with tax authorities, and with various tax firms
- The ability to provide consulting to specific regions through native speakers (e.g. India, Near and Middle East, CIS, China)
- Provided consulting for approx. 10,000 projects per year with our team
- Alliance and cooperation partners who have been trained by the team in approx. 100 countries.
- Tailored, practical and pragmatic solutions, which will fully satisfy your compliance requirements

Your Contacts :



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