



GROW FOR BECOMING LEADER

COMMERCIAL ADVICE FOR IMPORT-EXPORT IN CHINA AND WORLDWIDE

Rafteam

There is no short cut for worldwide innovation and ideas.
Introducing them successfully in the market is the definite change.
THIS IS THE ONLY WAY, AN IDEA CAN BE CALLED INNOVATION.



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Who We Are ●●●●●

Rafteam S.r.l. is a company which boasts over 30 years experience in the Asian market, offering consulting and research services, from feasibility study to global development.

We operate in China thanks to our highly specialized local professionals, who have trained up and gained their experience following our lead.

Our approach, and the constant real-time exchange of information, enables us to continually supervise every project, promptly reacting to changes, and giving weight to the integration and respect for local realities.

Our facilities for quality control and certification are in compliance with European standards.

Our business management assures to our company the ideal conditions for both business and final customer.

Furthermore, Rafteam S.r.l. is also agent for the multinational company Midea: we can therefore offer our customers the full range of products of this company, whose name ensures reliability and convenience worldwide.



What has been set up, is an organization that generates feeling between people and activities.

Raffaele Pettinato

has 30 years experience as a consultant in European, Asian and American industry. He has gained his experience in different fields: from the planning to the development of products and industrial activities, last but not least the creation of a manufacturing pole for security products, currently property of the Honeywell group.

Mattia Pettinato

has followed the family business for several years, coordinating team-works within the various operational areas.

Patrizia Palazzo

coordinates groups and activities for the Financial and Administrative range.

Silvia Pomoli

Marketing

Michela Libera

Sales manager for all activities within the European market.

Stefano Bertolini

Is the company's Technical manager.

Manuela Contadini

Works in the acquisition area, keeping in close contact with both our suppliers and our staff from different operational areas.

EXPERTISE

ACQUIRED THANKS TO YEARS OF EXPERIENCE

SPECIALIZED STAFF

OF LOCAL PROFESSIONALS WHO HAVE TRAINED UP AND GAINED THEIR EXPERIENCE FOLLOWING OUR LEAD

INTEGRATION

AND RESPECT FOR LOCAL REALITIES

CONSTANT CONTROL

FOR EVERY PROJECT

COOPERATION

WITH ORGANIZATIONS ABLE TO ENSURE THE REALIZATION OF OUR PROJECTS ACCORDING ALL THE WORLD STANDARDS

CHINA TEAM

Hong Kong office

Business, administrative and legal advice.

Shenzhen office

Technical and commercial activities for certification and management of documents, quality assurance and inspection (in partnership with TUV).

Guangzhou office

Technical, industrial and marketing activities for the Chinese market.

Nanjing office

Technical and commercial activities, testing laboratory and products checks.

LATIN AMERICA TEAM

Santiago, Chile office

Business, administrative and legal advice.

NORD AMERICA TEAM

Elmhurst office

Business, administrative and legal advice.

Our Way ●●●●●



STEP 1 **GLOBAL SERVICES**

Taking into account the requirements from our customers, we develop solutions, providing a global support for the development of each project.



STEP 4 **DEVELOPMENT OF THE PROJECT**

We can provide professionals in all development areas, ensuring success for each project. Our presence and our know-how gained working in the territory, is a valued security for our customers.



STEP 2 **INQUIRY FOR THE PRODUCT AND FOR THE IDEAL SOLUTION**

The project stems from the customer's request and is developed following his own needs.



STEP 5 **INQUIRY FOR SUPPLIERS**

We select the suppliers, strictly verifying their quality, in order to operate in accordance with our customer's standards.



STEP 3 **BUSINESS COOPERATION**

We believe in cooperation and partnership, essential for our professional growth and for the continuous improvement of the service we offer.



STEP 6 **NEGOTIATION**

We negotiate in order to provide the maximum competitiveness to our customer.



STEP 7

LABORATORY TESTING

If requested, we are equipped to perform all laboratory tests, for sampling and production.



STEP 8

QA & QC (Quality/Assurance)

The QA and QC process is defined and confirmed between customer and supplier; once agreed, it will be possible to perform the inspection and then to ship the goods.

Collaboration with institutions able to guarantee the realization of projects according to all world regulations (TUV, VDE and SGS).

Inspection of companies and authentication of their conditions and compliance with Quality Laws, e.g. ISO 9001, ISO 14000.



STEP 9

DELIVERY

Once the goods are delivered, we offer customer service for their unloading and for customs clearance of goods. On customer request, we can follow the goods up to their final destination.

Our Activities ●●●●●

SUPPORT AND PARTNERSHIP

Advising, M&A, R&D, Design.

Areas: Industrial, Mobiles, Medical, Consumer, Construction etc..

Founding partnerships: exploring new markets, creating business networks, ensuring their development.

IMPORT - EXPORT

Areas: Industrial, Mobiles, Medical, Construction, Home, Consumer, ecc.

QA & QC INSPECTION AND GUARANTEES

Product certification, manufacturing process verification, products and production lines quality control, quality certification and shipping documentation, logistics for the departure and for the arrival.

COMMERCIAL SUPPORT

Consultancy during the start-up. Creating the brand image for a company or a product.

Proposing new ideas and solutions.

FINANCIAL AND ADMINISTRATIVE ASSISTANCE

On-site assistance, thanks to our local professionals, accountants and professional consultants.

LEGAL ASSISTANCE

Legal and bureaucratic support for every activity and requirement.

TRAINING

Technical and professional training to the employees and management staff for new business.



Projects

ALICE BREAD MACHINE

Project designed for the production of homemade bread, fully automatic. 13 different programs dedicated to the making of different breads, cakes and jams.

PROFESSIONAL CUTTER

2003 product, realized for domestic use Particular electronic system which guarantees maximum safety and reliability.

FALSE TEETH BRUSH

Project destined to the cleaning of dentures, placed by our customer on a global market. Double bristled.

FALSE TEETH BRUSH FOR TRAVEL

Project destined to the cleaning of dentures, placed by our customer on a global market. Double bristled.

BMI RULE

Project thought for the calculation of the body fat mass in pregnant women. First produced for the Italian market only, It has had a remarkable response also at a European market level.

PILLS HOLDER FOR TESTING

Project realized with a CPU in order to register delays and omissions. It is possible to connect to other equipment for the detection of parameters on the health of patients during the hiring. Distribution on the entire world market.

DUAL SIM MOBILE PHONE

Project carried out of a mobile phone high-tech that allows to use 2 SIM cards simultaneously, to be activated on the same machine and in continuous operation.

NEWS

The essence of competition between companies is a skill contest. In the keen run for business, talent is the most valuable resource to ensure the constant development of any company. Rafteam s.r.l. has the required qualities. We have worked with valued companies for the development of new products.

This is one of our "core businesses" allowing the customers to have surplus value services.

- Mercury-free thermometers;
- Travel urine Bags;
- Surgical hinge, with non-traumatic, non-invasive closure.



References ●●●●●

PROCTER & GAMBLE

Multinational company known worldwide for its important logos such as AZ, Gillette, Kukident and many others in cosmetics and chemical fields. For this customer we have developed, designed and created products which are unique on the market and which have made of every project a separate little story.

Today they are distributed all over the world and are used as a means of promotion for pulling the various operational fields of our customer.

HOP MOBILE

Telephony providers, worldwide patent holder for dual SIM mobile.

In partnership with this customer, we have developed the first dual SIM mobile project for China. Thanks to this technology and to the support of all our Chinese staff, new synergies with many clients have started, some of which are leaders in the global market of mobile telephony. In order to support this new business, we have created a structure in China dedicated to the development of new technologies in mobile telephony and communications.

DPE GROUP

Company specialized in small household appliances, on the Italian market for 15 years.

What we have undertaken, is a process of development of the commercial image by marketing new proposals that have led to a rapid growth of the group. Nowadays, DPE ranks among the leaders in its field for image, quality, reliability and its presence on the Italian and abroad market.



SAFETY

Leader company in the Italian PHARMACEUTICAL SECTOR.

Our collaboration and proposals aim at giving a more personal and innovative touch to the customer's range of products. Our staff specialized in this field, gaining a deep knowledge international standards and certifications required for the development of new projects. Our partnership with agencies and laboratories such as TUV, VDE, etc.. enables us to give our support to the client with the utmost expertise.

LAVA WORLD

American company leader in the field of illuminating engineering.

We have worked with this client for many years and we are able to develop every new product, ensuring quality and reliability, according to U.S. standards.

The collaboration with this client is such as to push our collaboration to the commercial sector too, entrusting the European area to our company. Within this area, we integrally deal with the whole process, from the designing to the distribution on the European market.

BEST CHINA CORP. LTD.

A Chinese group specialized in the leisure time field.

We take care for this customer of the whole technical and design fields for all new electronic products. In particular, we have specialized in photovoltaic panel technology, exclusively realizing products thought for caravans and tents.

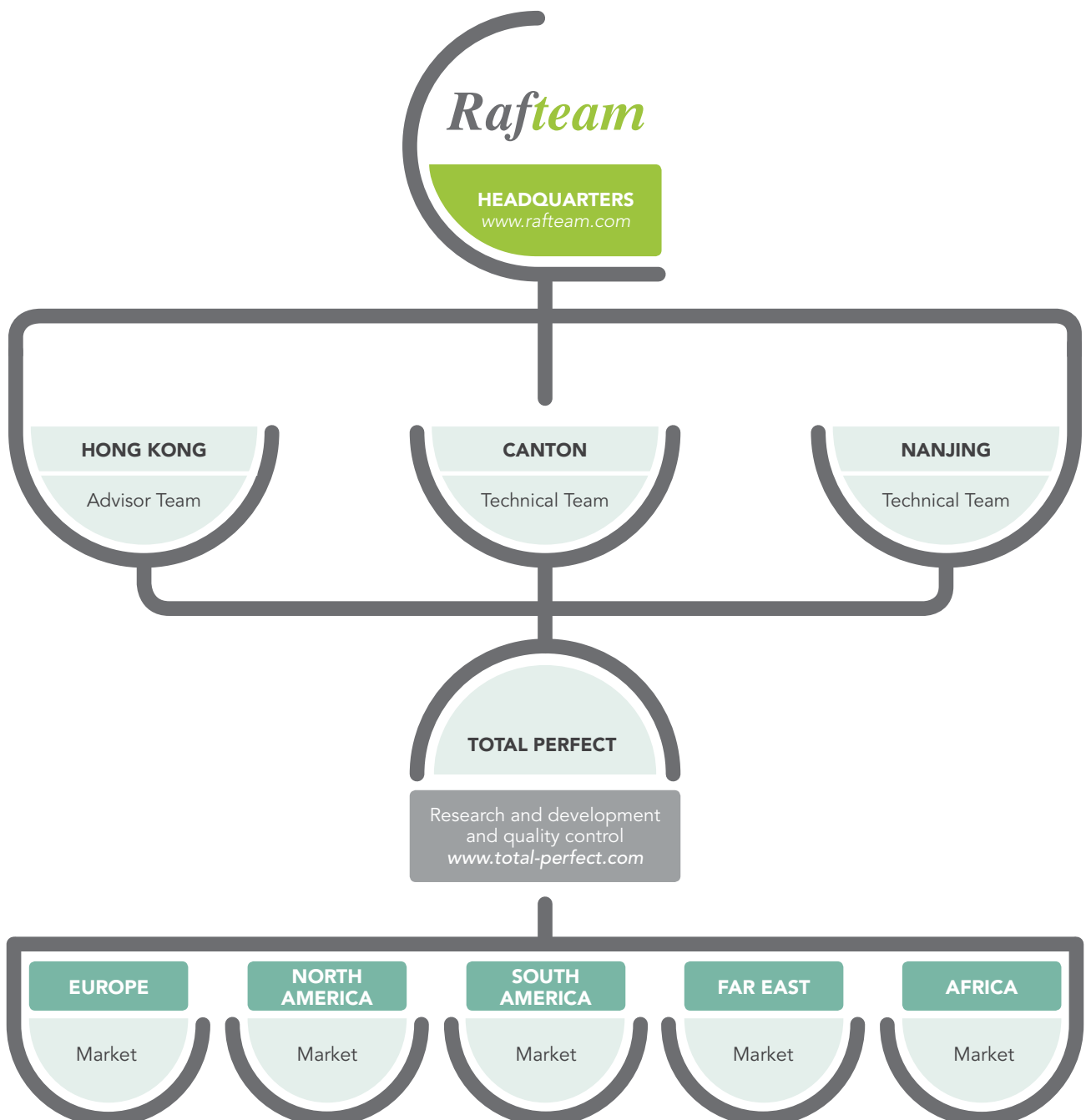
Between our tasks, we can also boast the marketing of products on the European market.



Case History ●●●●●

- Leading company in the manufacturing of consumer products for the pharmaceutical and hospital fields.
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- Leading company with a long history in the hospital sector, in particular in the medical field.
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- Multinational leading company specialized in the chemical, medical and cosmetic field.
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- Leading company in the marketing of small household appliances.
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- Leading company in pharmaceuticals and orthopedics.
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- Leader Industry in interior lighting with innovative solutions.
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- Leading company in the leisure sector.
.....
- Leading company in telecommunications.
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Company Structure



Partners

MARZOTTO SIM SPA INVESTMENT HOUSE

www.marzottosim.it
Milano

OFFICINE BIANCHE Cross-Media Communication Agency

www.officinebianche.it
Como

ICAM GROUP SA International Consulting & Asset Management

Lugano

WE ASSOCIATES Total Design and Media Communicators

Firenze

GENIUS LOCI ARCHITETTURA

www.geniusloci-arch.it
Milano

LCG Studio Legale Associato

Milano

FIT TOP INTERNATIONAL LIMITED

www.fittop.com
Asian partner for research and
development of projects.

GOOD EASY INTERNATIONAL LIMITED

www.goodeasy888.com
Asian partner for research and
development in the Illumination field.

POWERJOIN INTERNATIONAL LIMITED

www.powerjoin-international.com
Asian partner for research and
development in the medical field.

TOTAL PERFECT INTERNATIONAL LIMITED

www.total-perfect.com
Asian partner for technical and
business advice.

SMART MANAGEMENT INTERNATIONAL LIMITED

Asian partner for accounting, and
legal and administrative advice for the
Asian market.

SOMELA S.A.

www.somela.cl
Chilean partner for research and
development in the small appliances
field for the European market.

LAVA WORLD INTERNATIONAL, INC.

www.lavaworld.com
North American partner for the devel-
opment of technologies in the lighting
industry.



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