

Members in Dubai and Mexico collaborate to support client in India

“ Working confidently with a member firm in another geographical location further expands the network's reach to multi-location clients. ”

Sudhir Panikassery, Managing Partner M&M Al Menhali



In a true cross-border collaboration, M&M Al Menhali Auditing, in Dubai and MGI Bargalló Cardoso & Asociados in Mexico, demonstrate how utilising the skillsets of professionals in Latin America can benefit a client across the globe in India.

Member support around the world

Sudhir Panikassery, Partner at M&M Al Menhali Auditing in Dubai, recently required support to set up a subsidiary office in Mexico for its India-based client, Aeries Technology Group.

After being put in contact with each other by Audrey Danasamy, Regional Director for Asia, and Andrea Pallas, Regional Director for Latin America, Sudhir spoke to **Rafael Castellanos**, Partner at MGI Bargalló Cardoso & Asociados, based in Mexico City.

MGI Bargalló Cardoso & Asociados is highly experienced in offering international client support when it comes to establishing new companies or subsidiaries in Mexico, so the Partners from each firm quickly understood the requirements of the project, which enabled the client to register its new subsidiary - 'Aeries Technology Group Mexico' - just two days after this initial meeting.

Collaboration means added client convenience

The set up of the 'Aeries Technology Group Mexico' subsidiary is now well underway, with MGI Bargalló Cardoso & Asociados managing the tax, legal and administrative requirements, such as handling attorneys and fiscal domicile, the opening of bank accounts, registration of the company, social security management and all other necessary steps, so that the company can start operating as quickly as possible.

Andrés Osorio, Manager at MGI Bargalló Cardoso y Asociados comments:

"Our goal is to make everything easier for our clients. We tell them to worry only about the running of their business while we take care of full compliance."

Member firms in partnership



Located in Dubai, UAE, **M&M Menhali Auditing** offers a wide range of services to its clients across multiple industry segments - new age technology solutions, KPO, systems and process reengineering. etc. www.mandmauditing.com



Located in Mexico City, Mexico, MGI Bargalló Cardoso y Asociados is a public accounting firm providing business and administration advisory services. www.bargallocardosoyasociados.com

Network members make trusted Partners

Being part of a global quality-controlled network means that firms can be confident in referring their clients cross-border.

Maulik Doshi, Financial Controller of Aeries, confirms:

“We approached MGI Bargalló Cardoso y Asociados in Mexico for our entity setup, we are getting the right attention, professional advice, and quick turnaround to our requests. We look forward to working with MGI Bargalló Cardoso y Asociados for our go forward support requirements including compliances in Mexico and also to act as the ‘hub’ for coordinating our expansion plans in the continent.”



Sudhir realises the value of being part of a global network:

“Working with a member firm in another geographical region means that firms can be confident that their client queries and requirements will be handled to high professional standards, with a professional approach, and smooth alignment regarding the objectives to be achieved. These kinds of interactions will further expand the Network’s reach to multi-geography clients and provide seamless service delivery. It was good to talk to Rafael and make that connection.”

Making the most of your membership

When asked what advice or guidance he can give to other members looking to achieve a similar success through collaborations, Sudhir explains:

“MGI Worldwide has dedicated people to identify and initiate connections for cross-border assignments.

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Make use of that. Be clear and open about the requirements so that the discussions translate into right outcomes, smoothly and logically. This will be appreciated by the client as they get the direction and momentum they need to take decisions and meet their objectives.”

“Offering a single contact route to solve everything related to the opening of a company subsidiary has proven to be of great value to the foreign client.”



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