



JOIN OUR

Franchise Program

Grow Your Business, Diversify Your Services
& Be Global Without Extra Investment

THE CONCEPT

italuS Franchise is a global network of outsourced service providers. Through well established business relationships built on experience, insight and teamwork, italuS offers the perfect business solutions to match its clients' local and global requirements.



Your Local Office for Global Business

Accounting & Corporate Services

italuS Services

italuS offers outsourcing service for a wide range of business needs and likewise provides management reporting to help business owners to make the right decision at the right time.



Accounting



Recruitment



HR Management



**Management
Advisory**

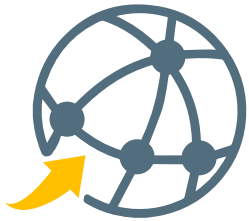


Bookkeeping



Payroll

italuS Services



**International Business
Registration**



**International
Trademark
Registration**



**General Data Protection
Regulation (GDPR) Compliance
Consultancy**



VAT Refund



**VAT Registrations
and Compliance**



**Manpower
Outsourcing**



**WallPost ERP
Software Solution**

Upcoming Services



Assurance



Franchising



Tax Consultancy



**Credit Control
Service**



Internal Audit



Risk Management

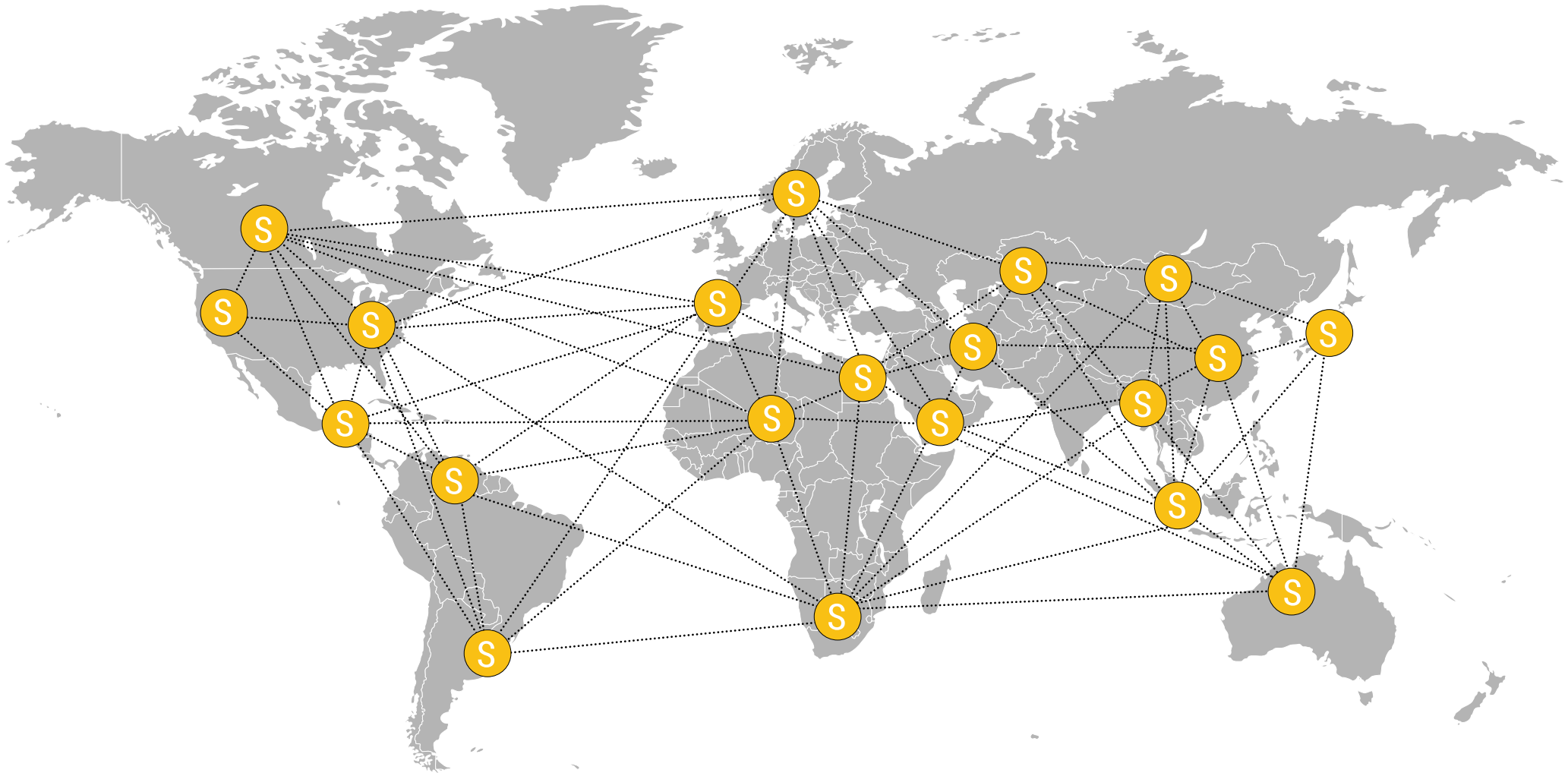


Corporate Finance



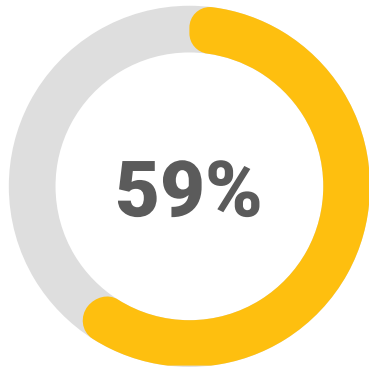
**Governance
& Compliance**

International Network & Marketplace



Why Outsourcing?

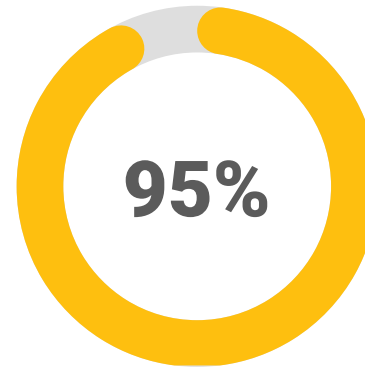
International Trend



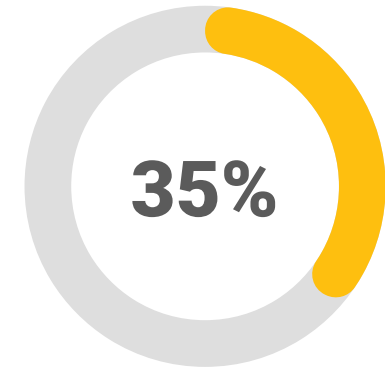
of business leaders cited cost cutting by using outsourcing processes

\$85.6bn

the size of the outsourcing global market in 2018



of SMEs have adopted cloud technologies for outsourcing purposes



of America's largest businesses now deploy accounting outsourcing and realized significant savings

Benefits of Outsourcing



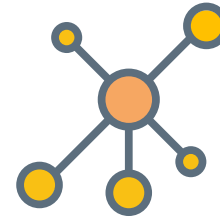
Why Franchising



Target sectors and clients previously unattainable



Improve cost efficiencies with access to a global resource pool



Advertise services to other members firms



Attract businesses with international requirements



Attract experienced staff through stronger international presence



Improve client retention via a wider service offering



Benefit from an International Brand image



Enter new markets with the combination of local and international expertise

Franchise Vs Traditional Business Model

Particulars	Franchise	Traditional Business
Business Guidance	Standardized processes and need-based guidance to the business is made available from the franchisor on all the aspects of effective management and operations.	No guidance available to the business, unless attained from external sources (consultants, mentors); generally on a paid basis.
Marketing Material and Media Planning	Centralized marketing and brand development activities undertaken by the franchisor leads to time and cost savings for the franchisee.	The entire process of branding, media planning and campaign execution is to be undertaken by the business as a self planned and driven initiative.
Customer Base	Investing in a franchise grants you access to an established and loyal customer base. Reaching international clientele is faster and less difficult to achieve via the use of a centralized global system.	It typically requires significant time and effort to build the brand reputation and correspondingly the customer base. The Franchisee can bypass the work that goes into marketing and branding a new, unknown business.
Service Innovation	The franchisor continuously invests in Research & Development (R&D) to expand the company's service offerings and capabilities.	Time, effort and money required for R&D and launching a new service have to be borne by the business.

Values to Clients



Offer international services via a single point of contact



Adhere to International quality standards



Seamless financial advice



Offer more competitive fees in comparison to locally based firms



Fast response times via a well connected network



Easily facilitate overseas operations



Offer specialised international tax advice

International Vision



A target to become a top tier international professional network within 5 years



Achieve a strong and reputable global network able to deliver quality service around the world to international clients



Expand in size and capability by leveraging a larger range of services and investing in strong firms in major cities



Establish stronger interrelations by grouping firms into National umbrellas

Regional Strategy



- 1 | Gain a widespread geographic coverage in tactically significant regions.
- 2 | Develop a diverse portfolio of services supported by a highly qualified network across each Country.
- 3 | Focus on high quality and efficiency.
- 4 | Inspire collaboration and team work amongst all firms, with the objective to:
 - Build a full service capability with expertise in key sectors
 - Share resource availability to increase staff utilization
 - Implement an inter-office quality control and audit approach
 - Apply methods of expansion and recruit in new areas
- 5 | Monitor regional development by the means of a Regional Executive Committee.

National Strength



National umbrella encompassing all itialuS offices, with a Development Plan designed to identify and focus on the areas needing the most support



Visits from the Global Executive Director to assist offices in achieving their development goals



Development efforts focused on strengthening the well established country offices whilst building and expanding the new countries



Strategically important countries are aligned to dedicated Executive staff to help lead their network expansion

Types of Franchising

1

Individual

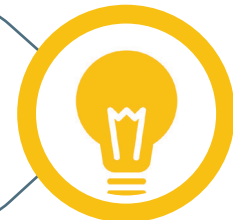
italuS Global grants an individual or entity the right to operate a single franchise. At its discretion, itialuS may later grant the individual the right to operate additional franchises.



2

Area Development

italuS Global grants an entity the right to develop and operate multiple franchised locations within a defined area. The franchisee must sign an Area Development Agreement plus a separate Franchise Agreement for each location under the Area Development Agreement.



3

Master

italuS Global grants an entity the right to sell and support franchises on its behalf within a defined territory. Master Franchisee will be compensated with commission from a royalty fee collected from individual franchises sold by the master franchisee.



Types of Franchising



Franchise Agreement Terms

- Two terms; 3 years and 2 years
- The 5 year franchise is renewable 4 times, for a total of 25 years



The Initial Investment

- No Upfront Payment for Franchising Fee
 - For start-up businesses joining the franchise, 6 months office rental and efficient working capital is required in order to meet the minimum standards



Royalty Fee

7% of your gross sales, paid monthly



Territory

italuS Global grants an exclusive territory on a case-by-case basis



Marketing Program Contribution

2% of your monthly gross sales to be invested in advertisement through our marketing agents

Franchise Support Programs



Training

- 5 to 7 days of training at a training center or a designated location
- Will pertain to administrative, operational and sales/marketing matters; it will also include a liberal amount of on-the-job training



Operational Support

Ongoing training and support, including business operations, customer-service techniques, suggested pricing guidelines and administrative procedures



Marketing Support

- Advertising materials and strategies will be provided for the benefit of all members of the franchise network
- Consumer marketing plans and materials for use at the local or regional level, and retains the right to approve all local advertising materials that the franchisee chooses to develop

Franchise Support Programs



Accounting/Audit /Legal

Reporting directly to administration, this department is responsible for the financial and legal oversight of franchisees



Internal Support

The functional areas of training, franchisee communications and research and development are typically included in such a department



Ongoing Research and Development

Continues to research methods and techniques for franchise operations that enhance unit-level profitability



Overall Program Oversight

Management will provide the overall coordination and planning for the entire franchise system

Network Services to Members Firms



**Assistance with
business development
and referrals**



**Conferences at
international, regional
and national levels
allow partners to share
lessons learnt and
develop new initiatives
together**



**Training workshops
on technical and
commercial subjects**



**All business enquiries
are transmitted
internationally via the
WallPost ERP Software**

itialuS Activation Partner



italuS Activation Partner



**Started in
2015**



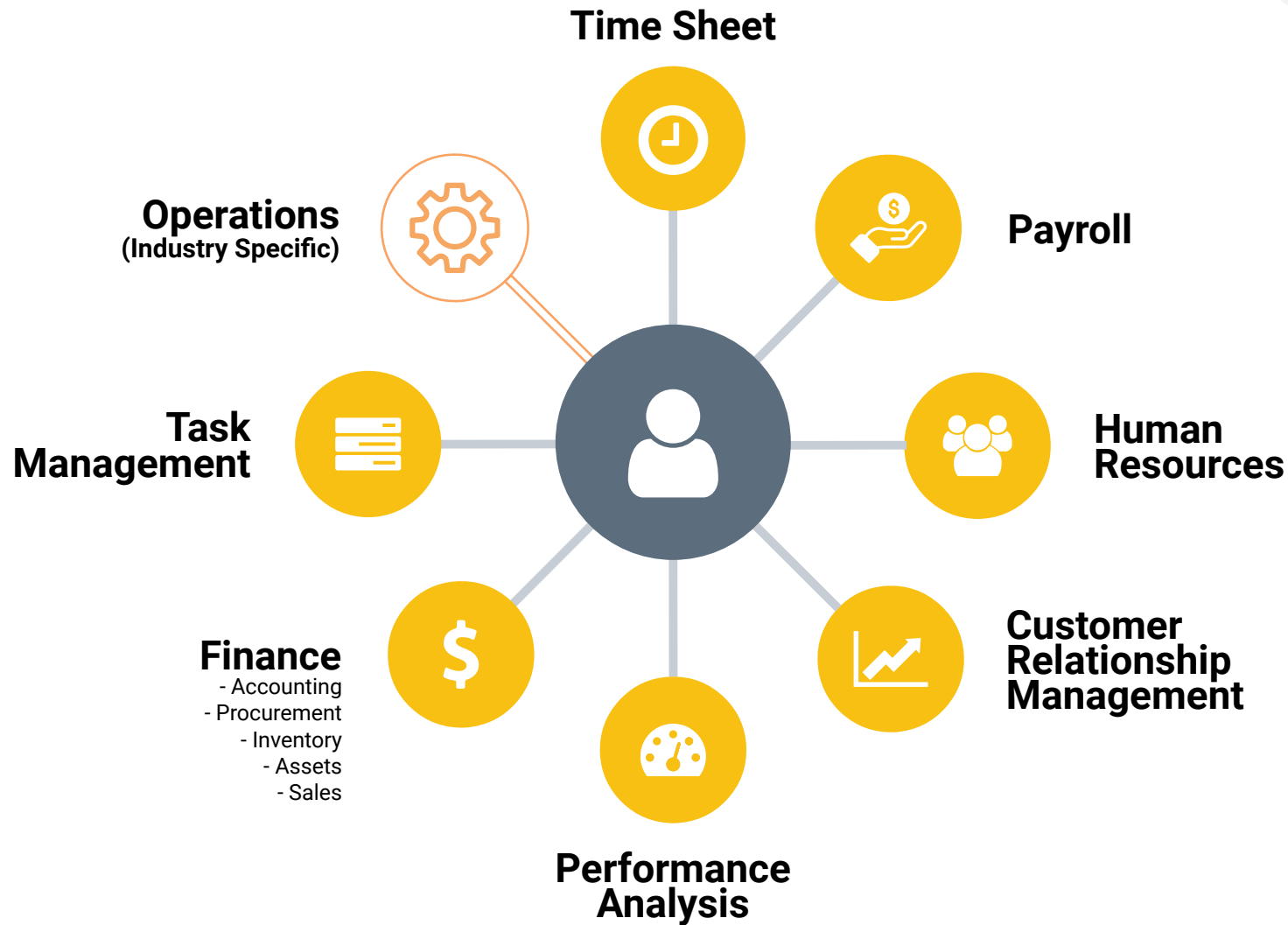
WallPost
SOFTWARE
Work Smart. Work Fast.



**Launched Telecom
Partnership Program
in 2019**

WallPost

Core Modules



WallPost Industry Specific Operations Modules



**Property
Management**



Law Firm



**Advisory &
Assurance**



Restaurant



Contracting



Construction



**Professional
Services**



Retail



Manufacturing



VAT Refund

SMIT International Telecom Operator Partners



Qatar



Jamaica



Activation Partnership Program



-
- Promote the co-branded WallPost Software to their corporate clients



-
- Sign SLA with the client and provide 24/6 support
 - Pass these clients to itialuS local office for Activation and training

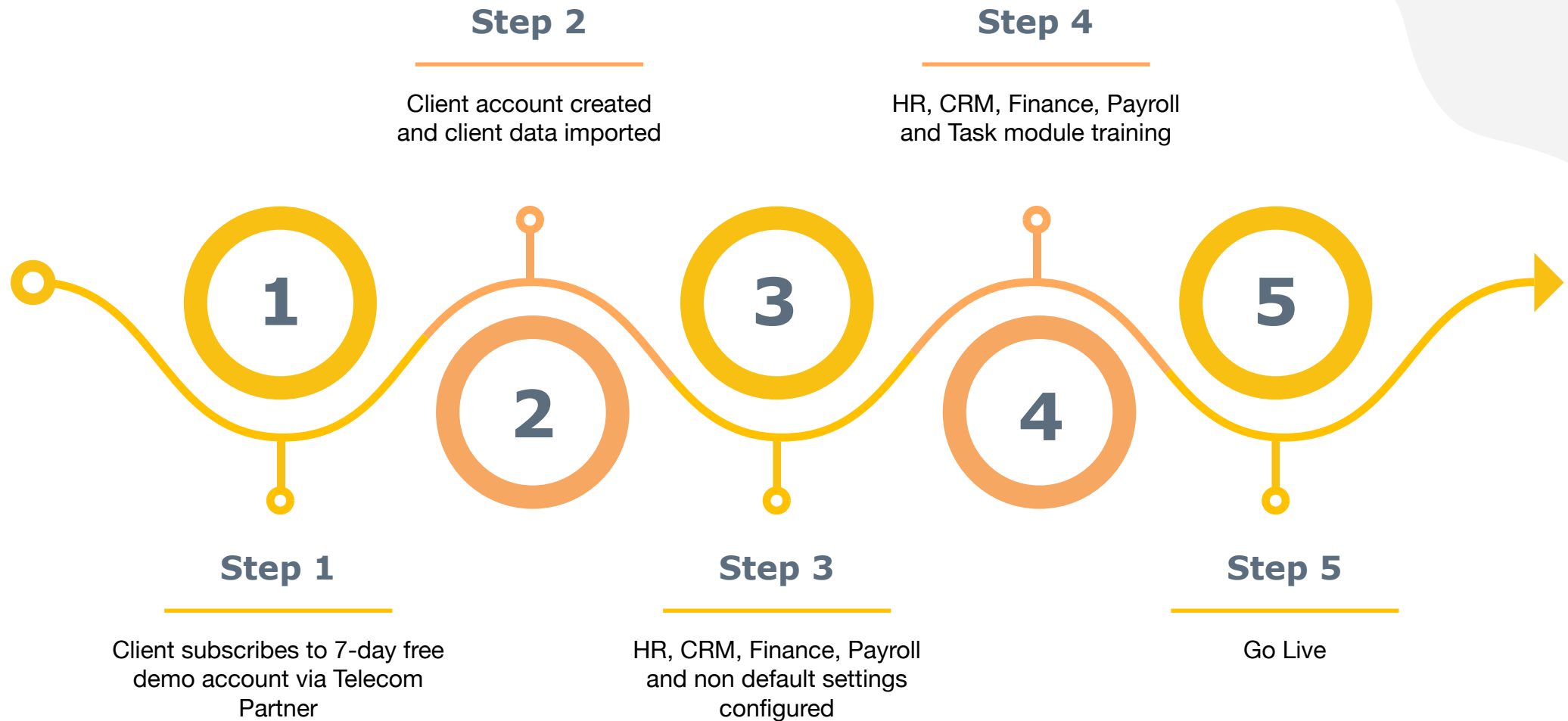


-
- Provide frontline support and guidance for a recurring commission
 - Gain access to thousands of potential clients

Steps for Activation Partnership



WallPost Activation Steps



Revenue Sharing Opportunities

Commission Type	Commission %	Frequency
Activation	15% of total subscription costs	Monthly recurring
Reseller	10% of total subscription costs	Monthly recurring

International Partners Marketing Partner

Studio88 Services



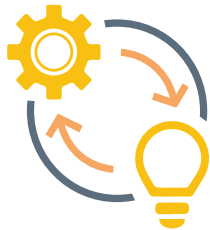
Branding



Web Development



Social Media



**Marketing
Strategy**



PR



**Photography
& Videography**

Branding and Marketing



Letterhead



Logo



Business Card

For More Information

Please Contact Us:

Executive Director

| **Melanie R. Aaron**

e: maaron@itialus.com

t: +1949 556 8831

m: +1949 394 7542

General Manager

| **Deni Oreški**

e: doreski@itialus.com

t: +385 1 6460 822

m: +385 99 809 1919

THANK YOU



info@italus.com



www.italus.com

Designed By
 **STUDIO88**
CREATIVE MARKETING AGENCY

italus_ 

italus 

company/italus 

italuSManagementServices 