



Incubator Case Studies



Incubator Case Study: Canford Audio Plc



Sector: Creative

Service Provided: Dubai Incubator

Service Performed

Canford joined the BCB Incubator scheme in 2015, as a Representative Office, and graduated two years later. The BCB provided a flexi-desk for their UAE based representative, the required employment visa and helped the company successfully move on from the incubator and establish their own office.

Outcomes for client

Canford have developed a presence in the region, with sales in Qatar, Kuwait and Saudi Arabia. The UAE is a significant contributor to their global business.



Company Info

Canford manufactures products to service the broadcast and audio visual markets. Products range from cables, mains distribution units and a huge range of over 15,000 items that are used in temporary & permanent AV installations.

Testimonial

"I was totally impressed by the quality of service. A very responsive organization!"



Incubator Case Study: Emperor Design



Sector: Creative

Service Provided: Dubai Incubator

Service Performed

Emperor joined the BCB Incubator scheme in 2015 and graduated two years later. The BCB provided a flexi-desk for their UAE based representative, the required employment visa and helped the company successfully move on from the incubator and establish their own office.

Outcomes for client

Emperor grew and retained their regional client base; won a significant contract with Expo 2020 Dubai; enhanced their existing relationship with Mubadala and won new business in Qatar, Saudi Arabia and the UAE.



Company Info

Emperor Design is a creative services company specialising in creative design for financial reporting for large scale companies and international entities.

Testimonial

"I can confirm that the 2 years that we spent with the BCB were exceptionally helpful - I would go as far as to say we may never have established Emperor in the region without that introduction to the BCB."



Incubator Case Study: Vital Certificates



Sector: Creative

Service Provided: Dubai Incubator

Service Performed

The BCB provided our unique low cost market entry solution, the required employment visa and a 24 month incubation for Vital Certificates to set up their second international office. The BCB also facilitated a new classification of activity at the DED, to enable their business activity to be officially recognised in the UAE.

Outcomes for client

Vital Certificates generated over 1 million AED in revenue in their first year, and are now looking to expand in the region and further east. They also assist in supporting BCB clients with the documentation process.



Company Info

Since 2005 Vital Certificates have been arranging for UK birth, marriage & death certificates to be reissued, and/or legalised so that overseas governments will accept them for the purpose they are needed.

Testimonial

"I can't recommend the support we have received from Joe and the whole team highly enough. From the outset, nothing has been too much trouble, and the assistance with forging valuable connections in the region was a game changer for us."



Incubator Case Study: Snagr Software Ltd



Sector: Tech
Service Provided: Dubai Incubator

Service Performed

The BCB provided our unique low cost market entry solution for Snagr Software to set up their second international office.

Outcomes for client

SnagR graduated early from the BCB incubator program, after 12 months, as they were growing so rapidly. They are supplying into high profile infrastructure projects and contractors in the UAE and wider region.

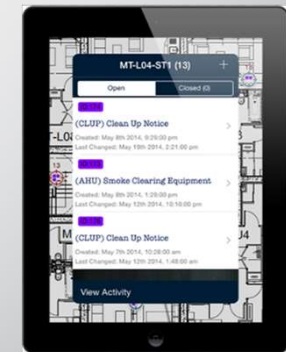


Company Info

SnagR is a first of its kind innovative mobile device and web-based site inspection and defect management system, used in construction projects.

Testimonial

"Within 4 months of gaining our trade licence we increased our client portfolio by 250% compared to the previous 12 months. Being in country has really increased our local exposure."



Incubator Case Study: Traveltek



Sector: Tech

Service Provided: Dubai Incubator

Service Performed

Traveltek joined the Dubai incubator in 2016, and have been supported by the BCB since then. The BCB has assisted with visas for staff, and providing on the ground support and advice.

Outcomes for client

Traveltek have exhibited at major trade shows in the UAE and expanded their international client base through their presence in the UAE.

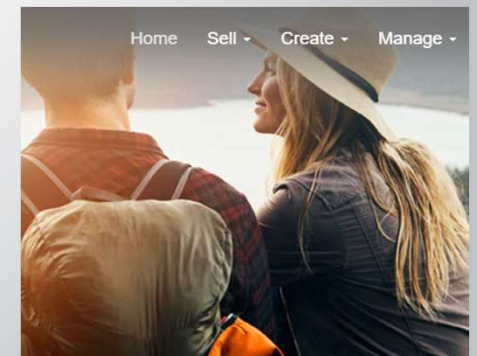


Company Info

Traveltek has been delivering world-leading travel technology solutions to travel agents, tour operators and wholesalers for almost 20 years.

Testimonial

"Working with BCB has always been a pleasure, the team is excellent, proactive, professional and very knowledgeable within their area of expertise. We work in such a fast paced environment within multiple timezones and we have found Joe, Christina and May always ready and willing to help, providing us with workable solutions to challenges, going often beyond the call of duty."



Incubator Case Study: Engine



Sector: Creative
Service Provided: Dubai Incubator

Service Performed

Engine joined the BCB Incubator scheme in 2017 and have established quickly in Dubai. The BCB provided flexi-desks for their UAE based representative, the required employment visa and additional support for their growing staff in the UAE.

Outcomes for client

Engine have grown rapidly to six employees in the UAE. They are already working with a major Dubai Government entity, and will use their Dubai base to win further business.



Company Info

Engine is a service design consultancy, working with major brands to help them design their client interactions.

Testimonial

"The support from the BCB has been invaluable for us to go from a standing start to a fully functioning Dubai based business in just a few months. The team are exceptionally knowledgeable about the region and forthcoming with their support and we're still benefiting from their advice even though we're 6 months into our adventure. It's great to have them on our side"

