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## Best Offshore Purchasing Company - China

# MingTa

MingTa provides purchase services in China to customers all around the world, collaborating in projects related to a wide variety of markets including construction, electronics, lighting, furniture, machinery and commodities. We caught up with Daniel Torres, Founder and General Manager in China, to find out more.



MingTa supports a wide range of clients with all of their purchasing needs. Daniel outlines the range of clients his firm works with and how it seeks to provide them with the highest possible level of support and service.

"Besides the Headquarter Offices in Shenzhen, MingTa is legally registered in Hong Kong and Spain. Taking into account that our customers come from more than 45 countries around the world, we support everyone from across the corporate landscape. In order to provide them with the very best service, we are always in a state of constant evolution and development. Our work processes are based on the continuous improvement and the adaptation to the client. We are convinced that any company with define processes and trained staff will have good chance of succeeding.

"What sets our firm apart is the fact that, whilst our competitors are mere

commissioners or behave as such, we get involve in our customers projects, suffer when there is a setback and celebrate when everything goes as expected. Most of our competitors are freelances hiding themselves below a ton of lies including fake staff and offices. MingTa is real and transparent, and this marks us out as the best possible option for our clients."

Overall, this year has gotten off to a good start, and moving forward Daniel foresees many exciting new developments, as he proudly concludes.

"Ultimately, 2017 has started well, with the renovation of MingTa headquarters in Shenzhen and expansion of warehouse. We expect our turnover to rise 40% during this year due to the new projects signed thanks to these developments and we are excited for the prospects and opportunities this will afford us."

## Offshore HR Consultancy of the Year 2017 - British Isles

# Smart HR Solutions Limited

Smart HR Solutions Limited (SmartHR) is a leading provider of multi-sector HR consultancy, outsourcing and training solutions. We invited Owner and Managing Director Gail Yeowell to tell us more.

Established in 2010, SmartHR partners with organisations to help them drive sustainable performance improvement, achieve their people management objectives, and minimise the risk of litigation by offering a comprehensive range of flexible and effective HR solutions including the delivery of professional advice or services that are ethical, responsible and value-adding.

Since inception, SmartHR has been supporting new business start-ups and SMEs through to global organisations covering a wide range of industries. Covering all aspects of people management, SmartHR supports clients with HR audits; HR strategy and communications; employment contracts; induction processes; HR policies and employee handbooks; recruitment and selection activities; performance management frameworks; talent management and succession planning; training and development; organisational design and restructuring; redundancy process support; employee relations support; maintaining HR systems and records; managing ad hoc projects; and fully outsourced HR management, ad hoc or retained HR advisory services.

Founder and Managing Director Gail is a highly-experienced HR professional with over 20 years' combined HR management and consultancy experience, who has held Global Head of HR / Group HR Director roles for multinational

companies. Gail is a Chartered Fellow of the Chartered Institute of Personnel and Development (CIPD), a Fellow of the Institute of Administrative Management, a Fellow of the Chartered Management Institute, a Fellow of the Institute of Recruitment Professionals and is also an Associate of the Institute of Directors.

Over recent years, SmartHR has provided support to companies with acquisitive growth strategies including detailed HR due diligence reporting, harmonisation of terms and conditions of employment, and post-acquisition integration activities covering the Isle of Man, Jersey, Guernsey, UK and Hong Kong.

In conclusion, Gail commented on the firm's success and how it plans to build upon this moving forward.

"We pride ourselves on our reputation for successfully delivering professional, knowledgeable and value-adding HR solutions to our clients and the excellent testimonials we receive. Our HR expertise gained over 20 years and flexibility ensures that clients receive tailored HR solutions bespoke to their needs; supported by a friendly, collaborative, and client-focused service. I am extremely delighted and proud that SmartHR has been formally recognised for the fourth year running via Acquisition International's Offshore Excellence Awards for delivering excellence in HR consultancy solutions."