



Fluent in Negotiation



SIMON VUMBACA

When talks are crucial, call the expert

Transactions and negotiations are vital to business growth, they are time-consuming, and don't always go to plan.

So when you are involved in very important, delicate or complex deals, it makes perfect sense to call in expert help to reinforce and secure your chances of success.

I'm Simon Vumbaca – founder of the leading UK practice consultancy dedicated to negotiations. I'm the leading high profile specialist negotiator for clients who want results in commercial, business, legal and conflict negotiations.

I'm here to ensure you get the right deal

I focus on transactions that are essential to the growth, strategy and market positioning of my clients. I can help you manage the negotiation project, meet deadlines, reach the agreement, protect confidentiality and control cost projections.

I advise on multi-million, multi jurisdiction transactions, complex deals including:

-  European tenders
-  Consortiums
-  International transactions
-  Mergers & acquisitions
-  Global Agreements
-  Conflict resolution
-  Sponsorship and Partnership Agreements

Passion for transactions

Negotiation is what I've specialised in for more than fifteen years. I've successfully negotiated international deals involving hundreds of millions of euros, pounds and dollars, with some of the world's foremost political and business leaders.

It has given me invaluable experience and insight together with an understanding of negotiation tactics and strategies.

My expertise and experience will give you the advantage in any high value, delicate and cross-cultural commercial or legal negotiations. I've also designed a way of working that ensures my clients receive an effective, valuable service that delivers real benefits and results.

I only get involved in negotiations where I can produce real improvement. Here is how it works:

STEP ONE

I review and assess your transaction, negotiation strategy or contract/draft – in absolute confidentiality. If I identify risk areas or things that can be improved, I will let you know how I can help. Only at this point will I quote for the work ahead.






STEP TWO

I provide either direct support in your negotiation or background help with developing a better strategy.

My services

NEGOTIATION CONSULTANT

Negotiation is essential to achieve your goals and strategy. I'm here to make your position much stronger if you:

-  Are involved in strategic transactions and negotiations that cost you time and money;
-  Are involved in business opportunities you can't afford to lose;
-  Want to prepare and structure an important deal you can't miss;
-  Need immediate access to an experienced resource to support you conducting, investigating and managing negotiations;
-  Need to secure success of negotiations in the UK or other countries and with different business cultures;

I am used to negotiating complex contracts across borders, and which frequently hinge on the use of highly complex technology.

I can help you open up new markets, deliver new products and services, and gain new clients.

TROUBLESHOOTING

If you have a negotiation that's floundering or has "hit the wall," call me. Don't lose the time and money already invested in the deal, don't miss out on the opportunity, just because the deadlines aren't being reached, or talks have stalled.

I can help you regain control and rebuild trust. I can also help you get a better deal, one that reinforces your strategy and carries less risk.

And if you call me early enough in the process, I can prevent the negotiations from hitting problems in the first place.

If you call me once the problem has turned into a conflict, I can help to resolve it.

DEAL MAKER'S MASTER CLASS

Just as the best golfers regularly get the pro to help perfect their game, and a Wimbledon champion still needs a coach to prepare for a big match, so even expert deal makers need to fine tune and further improve their talents.

Now you can perfect your negotiation skills with a deal making master class.

This is unique negotiation training: it's all about you. It's about fine-tuning and perfecting your negotiation style through the use of feedback from myself and video technology. We'll discuss areas to work on, and how to best bring out your strengths.

You may just need some small adjustments, but these can deliver massive improvements, taking merely great and turning it into world-beating performance.

SPEECHES AND CONFERENCES

When you want to improve the negotiating skills of a number of your people, I can provide insight, ideas and inspiration through conferences and speeches. My talks are designed to help people lift their negotiating skills to a new level by providing detailed and practical information.






It's a chance to learn the insider secrets of successful negotiation from one of the world's leading experts.



Simon Vumbaca - at a glance

I am the specialist business negotiator, involved in high profile business, commercial and political negotiations. I have been doing so for over 15 years. My legal background and business experience helps me to make sure the negotiations produce the results expected, the detail is right, and that my side gets the better of the deal.

I protect my client's interests when involved in delicate, high value, and very important transactions in the UK, Europe and around the world. Clients value the strength and depth of my reach, my collaborative teamwork, knowledge and understanding employed to build an effective and result oriented deal.

-  A leading specialist negotiator
-  Fluent in four language and business cultures: English, Italian, French and Spanish
-  A respected conflict negotiator and corporate peacemaker
-  Expert in interpreting the non-verbal signs that are such a vital part of high-level negotiations
-  A business expert involved in important transactions, capable of providing high-level advice

“Simon, who is THE negotiation advisor, has provided me with some invaluable advise and support in some very complex situations. Being multilingual has been a great asset in building relationships with our customers in Southern Europe, and overcoming challenges, both commercial and cultural. I would recommend him.”

CHARLES DUNN, VP – EUROPEAN COUNSEL, PARAMETRIC TECHNOLOGY CORPORATION INC (PTC)

“As a US-based organization, we required counsel in the UK when the need emerged to close our office in Wales. Simon helped us craft termination letters for Executive and support staff to properly address legalities while showing respect and sensitivity to those caught in this transition. He worked diligently and patiently with us, and provided competent counsel and prompt turn around with our correspondence. Simon was a tremendous resource as we worked through this difficult process.”

STEVE HIPPE, CHIEF FINANCIAL OFFICER, TRANS WORLD RADIO INC

“Ventyx has engaged Simon for advice and negotiation of very complex and important transactions with tremendous success. Simon quickly established the trust and confidence of the Ventyx team, and is an integral part of our success in Europe. His multilingual support, his expert business advice, creativity and ability to build relationships with our customers have been invaluable assets. I know that I can rely on Simon, and trust his advice implicitly. It is my pleasure to recommend his services.”

ADAM VEXLER, GENERAL COUNSEL, VENTYX

For better deals – call the expert

If you want to rescue a deal that's floundering; start a new negotiation on the right track; improve your own negotiating skills or gain insight from an expert speaker, then I'm here to help. Because when business depends on getting the right deal, you need the true expert at your side.

To make sure you get the best deals, call me on **0207 993 5450**

Or email me at queries@simonvumbaca.com



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WWW.SIMONVUMBACA.COM