

Engagement Model



International Advisory Council (IAC) provides a suite of engagement models to address the unique requirements of its clients and global business partners. These models have been designed to provide a flexible operating framework and maximize the value of engagements.

We support five engagement models:

1. Partnership Model

IAC partners with professional services firms across the globe to provide this engagement model. We represent our global business partners in different geographies, generate leads for their business and get into agreement with the end clients. We manage end customer relationship and charge initial set-up fee and success based fee or revenue share.

2. Dedicated Teams

IAC provides dedicated/full-time teams to clients and institutions. In addition to dedicated teams, we provide relevant infrastructure and project management to meet client and country specific requirements. Majority of our clients engage with us through the dedicated team model.

3. Risk/Revenue Share Model

IAC provides risk and revenue share model to multinational companies planning to sell their products and services in India through its network. However, this model is not available to all the clients and IAC undertakes a thorough due diligence before signing up for this model.

4. On-demand and one time payment model

IAC provides on-demand (one time) project execution for pilot projects, large projects or add-on to dedicated teams. Our new clients use this model to test the level of services and gradually move to dedicated team structure.

5. Standardised Services

IAC provides a range of standard services for which the rates are fixed. These services include business immigration support, country overview, PEST analysis etc.