

Global Reach, Local Expertise:

MGI member firms in Panama and Dubai team up for client's UAE expansion

Demonstrating the power of international collaboration within the MGI Worldwide network, MGI Chambonett y Asociados (Panama) recently supported their client's Middle East expansion by partnering with M&M Al Menhali (Dubai) to provide critical local expertise.

When opportunity knocks across continents

A global energy trading company and long-standing client of MGI Chambonett y Asociados, found themselves at a crossroads. The Panama-based company had identified a significant opportunity to establish a major, long-term contract with an oil storage terminal in Fujairah, UAE – completely new territory for them.

Recognising that their client needed reliable on-the-ground expertise for this critical business decision, MGI Chambonett immediately turned to the MGI Worldwide network. They reached out to M&M Al Menhali, a fellow MGI member firm based in Dubai, known for their deep local knowledge and strong reputation in the region.

Speed, professionalism, and local insight

Managing Director Vinayak Aatreya at M&M Al Menhali took immediate leadership of the situation, mobilising a specialist team under Ankit Nolakha's direction to conduct thorough due diligence in the UAE. Over five intensive days, Vinayak's team made on-site visits to both the Fujairah terminal and the corporate office in Dubai, interacting directly with personnel and meticulously verifying business licenses and title deeds.



This was a perfect example of how the MGI network operates – seamless communication, shared standards, and a common commitment to client success.

Being able to step in and provide immediate local expertise for a fellow MGI firm's client demonstrates the real value of our network.



Vinayak Aatreya
Managing Director
M&M Al Menhali

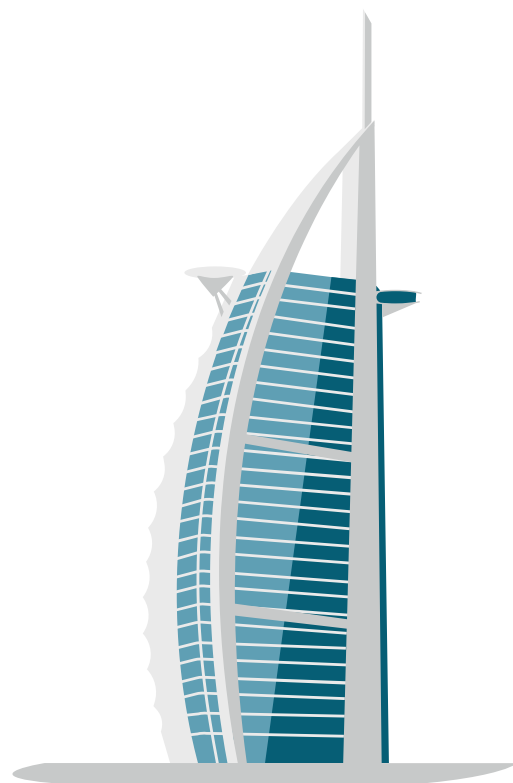
Bridging continents with trusted expertise

The arrangement provided their client with exactly what they needed: comprehensive local due diligence conducted by professionals who understood both the MGI standards and the UAE market intricacies.

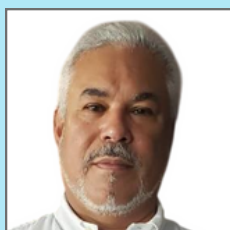
Delivering results across borders

The comprehensive report delivered by M&M Al Menhali provided the client with the crucial insights and confidence required to proceed with their major contract in the UAE.

This collaboration stands as a testament to the international reach and local expertise that defines the MGI Worldwide network.



Find out more & get in touch



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ACCOUNTING, AUDIT & TAX



Share your story

Is your MGI membership benefitting your firm?

If you have stories of collaboration and growth – let us know.

We would love to share them.

Contact Emma Rowley: emma.rowley@mgiworld.com



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