TRIBUTUM

PACKAGE GUIDE

Brazil Entry Validation

For companies still deciding whether and how to enter Brazil.

An objective assessment of market, regulation, channels and costs. You end with a clear recommendation (enter, don't enter or adjust) and a plan for the next 90 days, before spending on inventory, staff or a subsidiary.

TYPICAL TIMELINE	OUTCOME	DELIVERABLE
2 to 4 weeks	Go / no-go / adjust	90-day plan, in writing

01 What the package solves

Entering Brazil does not start with opening a company. It starts with deciding the channel, the importer, the region, the price and who answers for each obligation.

Getting that order wrong ties up capital in inventory, delays registrations and locks the company into the wrong partner. Entry Validation answers the questions that come first: does Brazil make sense for your product? Through which route? How much does it cost to test? What needs to be solved first?

02 How it works, step by step

01 **Briefing and documents** CLIENT
You present the product, service or business model and the technical material available.

02 **Market and competitors** TRIBUTUM
We map the market, the competitors and current prices.

03 **Channels and costs** TRIBUTUM
We compare the entry channels and estimate the cost of each.

04 **Preliminary regulatory risks** TRIBUTUM
We identify agencies, licenses and responsibilities that may affect the entry.

05 **90-day plan** TRIBUTUM DELIVERABLE
We deliver the recommendation and the next steps for the following 90 days, in writing.

03 What you receive

- Analysis of the product, service or business model
- Preliminary tax classification or commercial framing
- Map of agencies, licenses, registrations and responsibilities
- Estimated landed cost or cost of the local operation
- Competitors, channels and priority partners
- Risks in import, hiring, data and after-sales
- Three entry models compared side by side
- Go / no-go / adjust recommendation and the plan for the next 90 days

> For software and services, landed cost gives way to the economics of the local operation: price, taxes, payment methods, hiring, support, partners and customer acquisition.

04 At the end, you know

- whether Brazil makes sense for your product or service;
- which entry route fits best: physical product, regulated product, technology and B2B, or consumer brand and franchise;
- which risks to solve first;
- how much it costs to test;
- which partners to talk to;
- when it is worth setting up your own structure.

05 What is not included

- Filing of registrations, testing and certifications (licensed professionals, separately)
- Contracts and corporate documents (licensed professionals, separately)
- Import, storage and sales (operating company, when there is a pilot)
- Meetings with distributors (Brazil Distributor Readiness or Brazil Gold Key)

06 Before you start, have at hand

- A description of the product or service, with technical and sales material
- Prices in other markets
- The volumes or goals you have in mind for Brazil
- Brazilian partners or clients you have already talked to, if any

07 Natural next steps

Combo 1 · Discover

Entry Validation with Brazil Distributor Readiness: decide on entry and start preparing the distributor search, for less than buying them separately.

Combo 2 · Test

Entry Validation with Brazil Product Pilot: validate the route and prove demand with a real batch.

08 Our commitments

- Published prices and a written scope before we start.
- Consulting kept separate from operations and third-party costs.
- No promise of approval, sales, licenses or distribution.
- An exit route defined before any pilot.
- Freedom to bring the operation in-house, with no exit fee.
- The importer, the regulatory holder and the party responsible for each obligation are identified.
- Due diligence on clients and partners, with anti-money-laundering controls.
- Data protection and confidentiality.

How to hire

1. Click “Hire” on the Brazil Soft Landing page, or reach us through the contact form.
2. We talk about your product, the market and where your company stands.
3. You receive a written proposal with scope, milestones, timelines, fees and the party responsible for each obligation.
4. Once you accept, you deposit the first milestone on Escrow.com, which holds the payment in escrow.
5. We deliver the milestone; payment is released after delivery and the inspection period. And so on, milestone by milestone.

The fees for each package, service and combo are in the price list on the page and are confirmed in the proposal.

This guide describes the service and does not replace the proposal: scope, timelines, fees and responsibilities are as agreed in writing. Government agency timelines do not depend on Tributum. Technical and regulated professional acts are performed by licensed professionals, engaged separately. Where legal representation is required, clients engage independent counsel of their choice directly.
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