

Van Velzen C.S.

Van Velzen C.S. forms the link between entrepreneurs and international business. We are internationally operating business lawyers specialising in three closely related areas: Corporate, Commercial and Mobility. We design legal solutions, including supply chain, contract and corporate structures, and ensure their implementation worldwide.

Corporate

Our Corporate unit focuses on the legal aspects of international business establishments and foreign companies. We analyse the current corporate structure, and the risks associated with client supplied products and services. We then design a structure that minimises liability, segmenting, isolating and minimising risks. In addition to work permit and immigration aspects, we also take into account export and import aspects that are important in the Commercial area, both in terms of mandatory company registrations abroad (or preventing those) and in terms of related tax aspects. We assist with setting up a new entity abroad, taking care of all necessary aspects. This includes designing a corporate structure and establishing a foreign entity, (re)structuring the group and group companies as well as intra-company relationships, and other matters such as corporate housekeeping and compliance.

Commercial

The Commercial unit focuses on advising entrepreneurs on the consequences of cross-border commercial transactions. We also advise on structuring international trade relations and translating those into contracts. We identify opportunities and risks associated with appointing a foreign agent or distributor and we structure supply relationships. We draft international contracts and advise on contracts offered by (potential) trading partners and rewrite those wherever necessary. We also conduct contract negotiations on behalf of clients.

As Legal Architects, we analyse the current structure of supplies and risk transfers, including the application of Incoterms®, as well as the structure of commissions and discounts. We further analyse compliance with e.g., EU and US competition regulations and import and export restrictions. In addition, we design cross-border contract structures; segmenting, isolating and minimizing the various types of risks and potential liabilities, not only externally towards third parties, but also internally within a client's group of companies. We describe the IP, manufacturing and supply chains and incorporate those aspects in a structure that is in line with transfer pricing policies applied by clients.

As Legal Consultants, we assess and (re)write contracts and assist clients in contract negotiation processes, reviewing details relating to intellectual property, responsibilities, risks, and potential liabilities. We identify opportunities and risks, and work towards a balanced and workable contract based on risk mitigation and maximum asset preservation. We lay down the described IP, manufacturing and supply structure in so-called group agreements, in which different types of risks are isolated in columns. All this is done in the context of risk mitigation and business continuity.

A practical approach and results – actually establishing a (business) relationship, which is what the client wants – are paramount.

We combine aspects of Commercial with those of Corporate and Mobility, so that the best route to efficient execution of commercial transactions with maximum risk protection can be taken.

We are a member of the International Distribution Institute, headquartered in Italy, which is an association of legal experts in the fields of distribution, agency and franchise relationships.

Mobility

Our Mobility unit focuses on providing legal advice and support for the secondment of specialists, managers and other employees (and possibly their families) abroad. We assist with visa, work and residence permit applications, prepare and submit those, and provide support with notification requirements and mandatory registration of temporary assignments within the EU (postings).

Wherever necessary, the Corporate and Commercial sections contribute their knowledge and experience e.g., by adding legal clauses to purchase & sale agreements in order to facilitate postings and assignments, while providing appropriate protection should sanctions be imposed for any violation abroad.

We also provide assistance in the field of international labour law so that our clients' employees can work in compliance with foreign laws and regulations.

Our crown jewel: Risk Mitigation Modelling (RMM)

As business lawyers, we love modelling, creating clarity in legal frameworks.

RMM allows us to combine our experience and specializations. Corporate law, contract law, business law, and immigration law aspects are linked, interwoven and connected. This enables us to design and implement the legal architecture for both the foundation and the building. Intra-group agreements are an important part of this.

RMM is mainly used for larger SME's that manufacture and distribute their own products through group owned entities in various countries. Within these groups, we identify, segment and isolate risks, both in different ways and pursuant to various applicable laws, without compromising the operational character of the group. RMM brings everything together and allows us to apply all aspects of our experience and expertise. Naturally, all this is done in consultation with the client's tax specialists.

Operating globally

The advantage is that we do not focus on one country but operate worldwide, thanks to an extensive network of specialists. We support our clients in setting up businesses worldwide and establishing trade structures, transactions and relationships. We are legal experts, safeguarding business continuity, making our clients export-proof. We focus on North America, Asia, the Middle East and Europe. We enjoy working for a wide range of clients, from IT developers and machine manufacturers to logistics entrepreneurs, from very small to large.



While we are active in more than 50 countries on behalf of our clients, we also operate country and regional desks, which have certain specific knowledge about and experience with the relevant jurisdictions. These desks work both internally and with clients, as well as with and for interest groups, like business branch organizations in our home countries and abroad.

Our desks

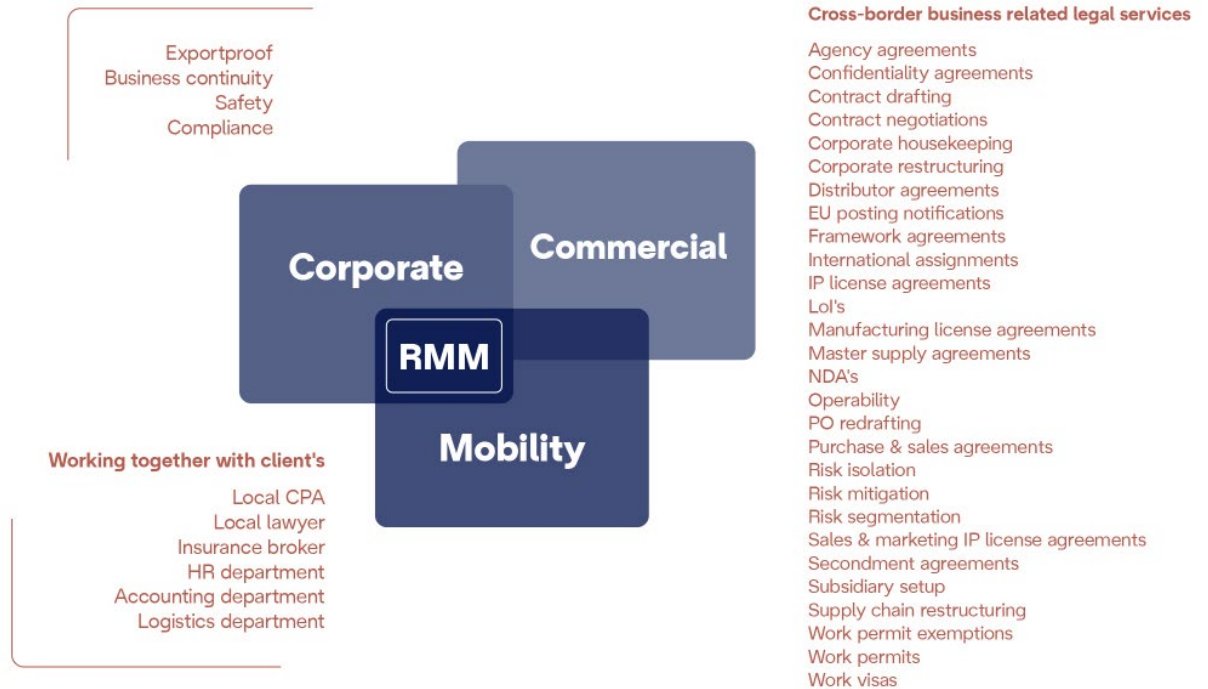
Van Velzen C.S. operates the following desks:

- North America Desk
- Scandinavia Desk
- Middle East Desk
- India Desk
- Türkiye Desk

Are you thinking about doing business internationally; think of us.



What we do, at a glance



HvV, 13112025
Van Velzen C.S. The Netherlands B.V.

