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Client Contact

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Partner (Brussels)

Website Address

idagroup.global

Key Sectoral Expertise

⊗ Aerospace & Defence

⊗ Chemicals

⊗ Energy

⊗ Food and Drink

⊗ Industrial Engineering

⊗ Digital Services &
Technology Hardware

Brussels Office Since

📅 2010

**Number of Public
Affairs Consultants**

👥 18

About IDA Group

Firm Description

International Dialogue Advisors (IDA) Group is a specialized advisory firm for governmental affairs, reputation management, trade relations and corporate diplomacy. We utilize our political and regulatory expertise to enable and protect the business of our clients and deliver measurable results.

We help our clients engage in an effective dialogue with political and private stakeholders in order to resolve issues, optimize legislation, minimize the impact of regulatory developments or overcome trade barriers.

Our diverse team of experts and advisors includes seasoned diplomats, politicians, economists, journalists, lawyers and designers. Our efforts are supported by a global network of trusted partners.

Ownership Structure

Independent firm, owned by Stefan Borst (Brussels) and Holger Knappenschneider (Berlin).

International Structure

Thanks to our global network of partners, IDA Group can offer our clients a wide range of comprehensive and impactful services in many international locations. We have offices in Brussels, Berlin, Hong Kong, Istanbul, London, Munich, Paris, São Paulo, Shanghai, Tokyo and Zurich.

Key Strengths

Dialogue is at the core of everything we do, both within the client's own structures as well as towards external stakeholders.

We excel in integrating our work processes into those of our clients, effectively enhancing and expanding their own capabilities as the situation requires.

We utilize our legal, media, political and procedural expertise to translate our client's interests into the language of policy makers. We tailor advocacy strategies to be impactful and to tackle regulatory challenges.

We utilize our broad network for political and business intelligence.

Every member of our team adds something unique to our range of capabilities and expertise. Our Managing Partner in Brussels, Stefan Borst, has over thirteen years of experience in the EU's capital and a wide and robust network across EU institutions, trade associations and European media. Holger Knappenschneider, our Managing Partner in Berlin, has over twelve years' experience in international negotiations, trade relations and business strategy. They are supported by a host of sectoral experts and advisors with knowledge and experience in the fields of Public Affairs, Public Relations, Trade and EU funding.

Key Clients

LANXESS, ARLANXEO, IEVA, Hilti AG, Ingersoll Rand, ABB, National Express, Apex-Brasil, Port of Burgas, Drax, CHUBB.

Thought Leadership

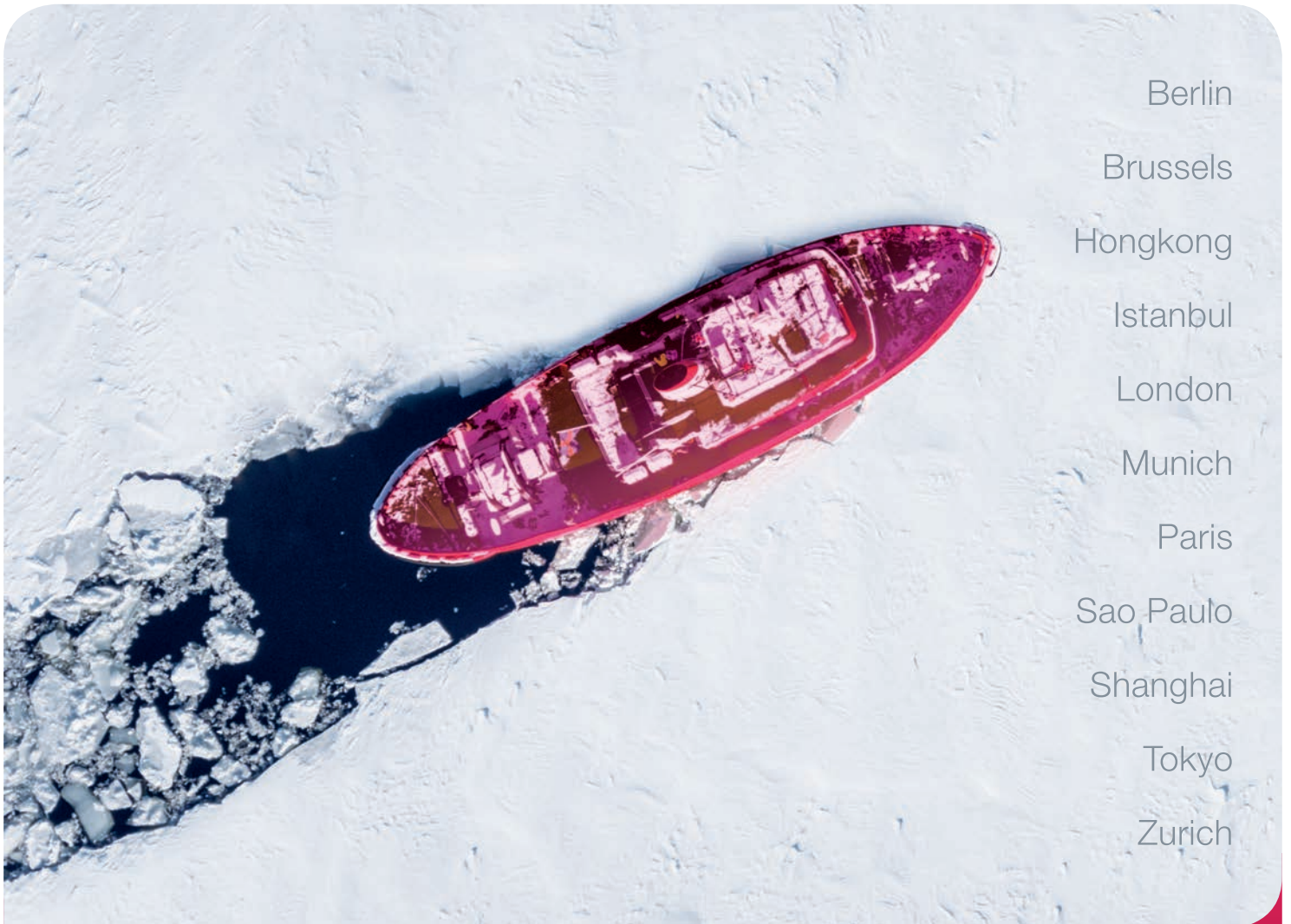
IDA believes in the digitization of the Public Affairs practice. We have developed tools to automate and speed up the monitoring processes of our clients without a loss in quality. In 2019 we will expand this side of our services further.

We have developed a new platform for Security and Defence bringing together institutions, think tanks, industry and the military to develop executable concepts to close capability gaps across the EU.

PILOT YOUR BUSINESS SAFELY THROUGH POLITICS

Laws, regulations or trade barriers can significantly hamper or enable your business success. Our global team of experts have all the knowledge and tools to help you navigate your company through political or regulatory risk.

Meet us in one of our strategically located offices to learn more about how IDA Group can support your business within the EU or around the globe.



Berlin

Brussels

Hongkong

Istanbul

London

Munich

Paris

Sao Paulo

Shanghai

Tokyo

Zurich