

Avila Business Centers streamlines activity of the franchisor company

Franchisee of Home Instead found in a virtual Office the best start up for its activity in Lisbon.

The franchising is a resource to which many people surrenders when it comes to build up their business. Companies that make available this kind of activity practice today fairly attractive entry rights, whether being them international or national. As soon as a franchisee gets the license to explore the name of the company, the first question that comes up is: "Where am I going to establish my office?" It's here that Avila Business Centers new service comes in. The Franchise Set-Up is a low-cost solution which allows, with monthly amounts between 65 and 85 Euros + VAT, to immediately start-up the business (with services activation within 24 hours), using a prestige address in Avenida da República in Lisbon, meeting and work rooms, personalized telephone answering, access to an online contacts management platform and correspondence reception.

Solution and advantage

The entry in a franchising network always implies a considerable investment on the entry rights, for use of the brand and access to the know-how. Normally, the franchisee starts up with a minimal structure, many times alone. A solution passed, in Home Instead case by a "virtual office where the company has telephone answering, administrative support and use of the premises when necessary, without having to build up from the start a business with all the inherent renting costs and space adaptation" says Paulo Neto, Master Franchise Director of the company. He explains this is "an excellent solution for a start-up and a very practical one for any franchised company".

What changed with the presence in the Avila Business Centers

According to Paulo Neto, the Avila Business Centers «had the ideal answer to this kind of situation». Despite knowing it was going to be a temporary solution the responsible opted by a virtual office: "The growth of the company was a goal to meet in a short term and the demands imposed by Social Security for the activity licensing compelled us to search for a space of ours, with specific characteristics". Therefore, with the presence in Avila Business Centers the company consolidate itself and gain the necessary strength to reach new flights: "The initial phase was undoubtedly a major gain. The existent infra-structure offered by Avila Business Centers was fundamental for the success we had in the start-up".

Conclusion

The Home Instead accomplished, with the presence in Avila Business Centers, a fixed costs saving on the initial phase of the activity, possibility to use meeting rooms for recruitments and punctual work session, total focus in the company's core business and administrative support at the secretariat and personalized telephone answering level. "It was a gained bet", states Paulo Neto.



Designation: Home Instead Senior Care
Activity: Domiciliary support to elder and dependant people

The Home Instead Senior Care is a worldwide leader in non clinical domiciliary support to elder and dependent people. Founded in 1994, it's a multinational company with around 800 offices operating in America, Europe, Asia and Australia in a franchising regime.

www.homeinstead.pt

Location: Av. da República, 6 – 7º esq. Lisboa, Portugal

Number of workers: 2

Avila Business Centers Virtual Office Solution: Higher Package, 75 Eur+VAT / month

About Avila Business Centers

Funded in 2004, Avila Business Centers, besides renting turnkey physical work spaces, is leader in the virtual offices business where presents solutions with prices between 55 and 85 Euros per month, with several services associated, among them legal and financial support, personalized telephone answering and access to the potentialities of remote management of the myOffice app for mobile devices: Android, iPhone and iPad.

Currently it counts with more than 300 national and international clients and is member and representative in Portugal of the major Business Center network in the World.

Location: Avenida da República e Avenida João Crisóstomo, Lisboa.