

CORPORATE MISSION

EUTOP was founded in 1990 by Dr Klemens Joos as a governmental relations agency with the business model to support the interest representations of companies and associations at the institutions of the European Union (EU) and selected EU member states. As a structural and independent service provider or intermediary, EUTOP provides process competence, which is by now, additionally to the clients' content competence, indispensable to ensure the successful representation of interests.

EUTOP's process competence consists of three process-focussed products or services, namely its process structure, perspective change and process support competence:

- **Process Structure Competence:** the EU-wide maintenance of premises, human resources and organisational capacities as well as a cross-institutional, cross-factional and cross-member state network
- **Perspective Change Competence (OnePager®-Methodology):** one of our main tools for a successful interest representation which is reached by a change in perspective from the individual to a common interest perspective
- **Process Support Competence (PSGR®),** Process-oriented Structural Governmental Relations, i.e. the structural and sustainable support of all decisive interfaces at all times throughout the political process that is relevant for the client

The key to success in the EU's complex decision-making system is EUTOP's long-term, i.e. structural process competence that is closely intermeshed with the client's content competence.

By 2025 we will establish subsidiaries in all EU member states to provide the EU-wide process competence to our clients at all times and universal as a specialised service provider.

By 2030 we will also conclusively build up acquisition and management structures in the relevant markets around the world in order to also support companies in other world regions procedurally within EU.

With the acquisition of the building complex in Brussels in which EUTOP has been tenant since 1998 (providing around 1.700 m² of office space at Place du Luxembourg 14, Rue d'Arlon 15 and 17), we have already secured the space we need for our planned growth.