



## CELEBRATING THE TRIUMPH: DELPHI ALLIANCE'S 1st GLOBAL CONFERENCE

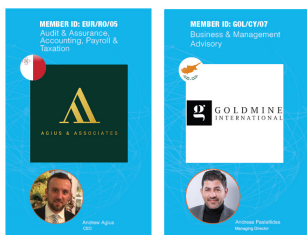
Amid the echoes of success resonating from the radiant aftermath of Delphi Alliance's 1st Global Conference, we're thrilled to share the exhilarating chapters that have shaped our triumph. This meticulously organized event, a resplendent testament to our unwavering commitment to excellence and collaboration, exceeded every expectation, creating an immersive experience where ideas flowed, collaborations flourished, and excellence became an integral part of every moment.

As attendees embarked on this immersive journey, the air was charged with anticipation and the promise of meaningful connections. The seamless orchestration of the conference created an environment where ideas flourished, collaborations thrived, and excellence wasn't just a goal but an experience woven into every moment.

The remarkable achievement we celebrate today is made even more extraordinary when we reflect on the fact that it comes in just over 2 years since the launch of Delphi Alliance. From its inception, the alliance has been on a trajectory of innovation and collaboration, navigating the dynamic landscape of global business with unwavering determination.

Continue reading on page 4

## HIGHLIGHTS



### New Members on board

It is with great pleasure that we extend a warm welcome to our newest members. We are thrilled to have them join the Delphi Alliance community. Please take a moment to reach out and introduce yourselves to our new members.

Read further on page 3



### Delphi Alliance supports the 3rd Credit Risk Management Forum

Delphi Alliance was a proud supporter of the 3rd Credit Risk Management Forum, a dynamic event hosted in Cyprus on November 21st and organized by our esteemed member and partner, Inforecredit Group.

Read further on page 3



### Youtube Channel

We've just uploaded all their insightful sessions and highlights from recent Global Conference to our Youtube channel!

Read further on page 9

### DELPHI ALLIANCE NEWSLETTER

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## CEO'S MESSAGE

Dear Members,

As we stand on the threshold of a new year, it is with immense pride and gratitude that I reflect on the extraordinary journey of Delphi Alliance throughout 2023. This year has been a testament to the unwavering dedication and collaborative spirit of our diverse community.

The resounding success of the 1st Global Conference in Athens was a highlight, showcasing not only the strength and unity of our alliance but also the boundless potential that lies within our collective expertise. The event was more than a meeting of minds; it was the convergence of passion, fostering collaboration, innovation, and a shared commitment to excellence.

Beyond the Global Conference, the networking events held throughout the year exemplified the power of collaboration within our alliance. Each gathering became a nexus for the exchange of ideas and the cultivation of partnerships that extend beyond professional realms. These connections are the lifeblood of our community, enriching our collective experience and fostering enduring relationships.

I am thrilled to celebrate since our launch the remarkable milestones achieved by Delphi Alliance over the past two years. We have grown from strength to strength, a testament to our collective impact.

This success is a direct result of the commitment and active participation of each member. Your dedication has been the driving force propelling Delphi Alliance to new heights. As we reflect on accomplishments of 2023, let us carry the momentum forward into the coming year.

As we move into the New Year, the alliance is positioned for continued growth and even greater collaboration. Together, we will navigate uncharted territories, break new ground, and set the standard for innovation in our industry. The spirit of positivity, enthusiasm, and shared commitment that defines Delphi Alliance will undoubtedly pave the way for continued success.

As the year draws to a close, I extend my warmest season's greetings and best wishes to each member of the Delphi Alliance community. May the holiday season bring joy, and may the coming year be filled with opportunities for personal and professional growth, abundant success, and continued collaboration.

Thank you for your invaluable support. We are excited about the prospects that the future holds for Delphi Alliance, and we look forward to achieving new milestones together in the year ahead.

Christos Christodoulou, CEO

## GENERAL MANAGER'S MESSAGE

Dear Members,

As we approach the end of another remarkable year, I take great pleasure in reflecting on the outstanding achievements and collaborative efforts that have defined Delphi Alliance in 2023. Our journey throughout the year has been marked by significant milestones, with the highlight being the success of the 1st Global Conference in Athens.

The event served as a testament to the strength and unity of our diverse community. It not only provided a platform for knowledge exchange and the forging of meaningful connections but also marked the beginning of new collaborations among our members. The overwhelming positive feedback and engagement from participants reaffirmed the value of our shared vision and purpose.

In addition to the Global Conference, our year was enriched by various networking events that showcased the dedication and passion of our members. Each gathering reinforced the power of collaboration and the collective strength of our alliance, forging bonds that have not only expanded our professional association but have also laid the foundation for enduring partnerships.

Since our inception Delphi Alliance has achieved remarkable milestones and formed meaningful connections. Here's a snapshot of our incredible journey so far: 29 Members, 11 Partners, presence in 7 countries, 35 offices, 735 staff with a combined turnover of 54ML. It's been an incredible journey!

My heartfelt gratitude goes out to our members for your unwavering commitment and active participation throughout the year. Your dedication has been the driving force behind our collective success. As we reflect on the accomplishments of 2023 and celebrate Two Years of Growth and Success, let us carry the spirit of collaboration and innovation into the coming year.



Looking ahead, 2024 holds tremendous promise for the alliance. We are poised for continued growth and even greater collaboration. Together, we will continue to push boundaries, embrace challenges, and chart new territories in our industry. Let us embark on this journey with positivity, enthusiasm, and a shared commitment to the continued success of Delphi Alliance.


Thank you for your ongoing support, and we eagerly anticipate a year filled with shared achievements and memorable milestones. As a final note, I express my sincere wishes for a healthy and prosperous New Year to you and your loved ones. May the coming year bring new opportunities, abundant success, and moments of joy.

Chris Boreham, General Manager

# NEW MEMBERS ABOARD

It is with great pleasure that we extend a warm welcome to our newest members. We are thrilled to have them join the Delphi Alliance community. Please take a moment to reach out and introduce yourselves to our new members. Your friendly greetings and willingness to connect will go a long way in making them feel a part of our community.

**MEMBER ID: AGI/MT/05**  
Audit & Assurance,  
Accounting, Payroll &  
Taxation



**Andrew Agius**  
CEO

**MEMBER ID: GOL/CY/07**  
Business & Management  
Advisory



**Andreas Pastellides**  
Managing Director

Proud members of Delphi Alliance

## DELPHI ALLIANCE SUPPORTS THE 3rd CREDIT RISK MANAGEMENT FORUM

Delphi Alliance was a proud supporter of the 3rd Credit Risk Management Forum, a dynamic event hosted in Cyprus on November 21st and organized by our esteemed member and partner, Inforcredit Group.

The forum's success, resonating with over 200 attendees, underscored its significance in the industry. A stellar lineup of distinguished speakers not only shared their wisdom but also illuminated the stage with insightful contributions. Inforcredit Group's dedication to this important industry event is commendable and played a pivotal role in the success of this impactful event.

Our association with this gathering extends beyond individual contributions. Delphi Alliance proudly shares the supporters' stage with esteemed organizations such as MACM, GBCY, FEBIS, CIF, ICPAC, OEB, CCCI, and NCCI. Our collective efforts were instrumental in promoting an engaging and enriching experience for all participants.

The Credit Risk Management Forum served a crucial purpose — illuminating the risks and challenges faced by Cypriot businesses in the intricate web of the global market's chain reactions. It also provided participants with a thorough understanding of the key terms and factors related to Credit Risk Management and information about trends in the field, both within and outside Cyprus.

During the event participants had the opportunity to attend speeches from distinguished speakers of the conference, who shared their experiences and informed the participants in relation to modern practices and the development of a culture for the reduction of Credit Risk. Delphi Alliance's unwavering support underscores our commitment to fostering understanding and sharing knowledge within the expansive realm of Credit Risk Management.

As we reflect on the success of this forum, Delphi Alliance expresses a deep sense of pride in being part of an initiative that significantly contributes to the growth and success of the credit risk management landscape.

Our promotional support and passion for the cause go beyond mere gestures; they are a testament to our dedication to supporting our members. By standing united with visionary members and partners like Inforcredit Group, we can foster a landscape of excellence, collaboration, and innovation.



**DELPHI ALLIANCE**

supports the



**3rd CREDIT RISK Management Forum**  
By Inforcredit Group

**Προκλήσεις & Ευκαιρίες του Σήμερα**

**Τρίτη 21 Νοεμβρίου 2023 | 08:30 | Συνεδριακό Κέντρο Φιλοξενία**

# CELEBRATING THE TRIUMPH: DELPHI ALLIANCE'S 1st GLOBAL CONFERENCE



Our journey from planning to the triumphant success of the 1st Global Conference speaks volumes about the agility and adaptability embedded in the DNA of Delphi Alliance. It's a narrative of resilience, dedication, and the transformative power of collective ambition.

Every aspect of the conference was meticulously designed to ensure that attendees had not just a seat but an active role in this transformative experience. The vibrancy of professional networking opportunities allowed for the organic growth of connections, and the active engagement of our members and guests added an extra layer of dynamism to the proceedings.

We cast our gaze toward the future with unwavering ambition. Delphi Alliance's expansion efforts continue as we navigate our goal to establish a presence in 38 countries and 55 business cities, fostering a global tapestry of collaboration.

Our commitment to global collaboration is not just a strategic move; it's a philosophy that defines Delphi Alliance. The 1st Global Conference was not an endpoint but a stepping stone towards a future where our influence and impact stretch far beyond the borders we once knew.

As we invite you to revel in the success of the 1st Global Conference, our newsletter unfolds into an extended 2-spread page highlights feature. This curated section delves deeper into the pivotal moments, capturing the essence of the collaborative spirit that defines Delphi Alliance. It's not just a celebration; it's an invitation to witness firsthand the power of collaboration and the transformative journey we've embarked upon.



Each page turned is a testament to the dedication, commitment, and collective excellence that defines Delphi Alliance. Together, we are not just crafting a narrative; we are creating a legacy that resonates across industries and transcends geographical boundaries. The success of the 1st Global Conference in Athens is not a destination but a milestone, marking our progress toward even greater heights.

The conference itself was a dynamic hub, attracting a constellation of luminaries from diverse industries. Their unique insights and expertise contributed to shaping the future discourse of the sectors we proudly serve. The exchange of ideas during expert-led presentations and engaging networking breaks created a fertile ground for innovation and collaboration.

In Athens, against the backdrop of its beautiful surroundings, we witnessed not just the success of the conference but the birth of new connections and collaborations. The echoes of these moments will reverberate long into the future, influencing the landscape of global collaboration.

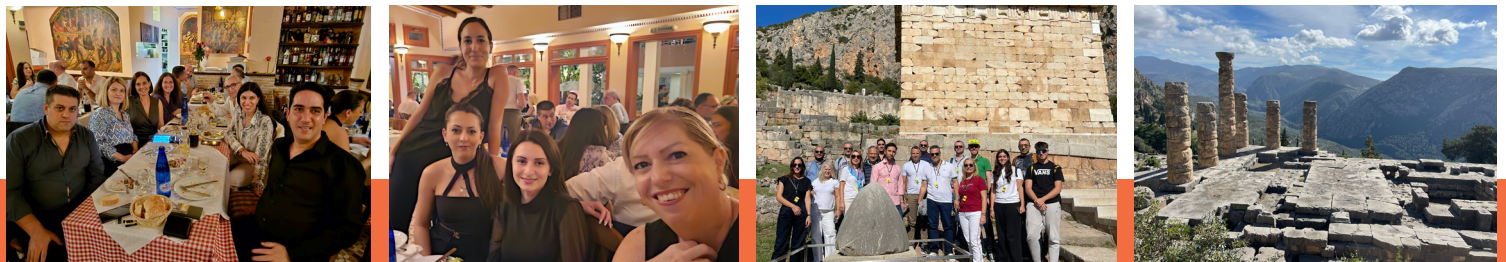


As we express our deepest gratitude to our local host members, member sponsors, and supporters, we acknowledge that this success is a shared achievement. It's a reflection of the collective strength and resilience that defines the Delphi Alliance community.

In conclusion, Delphi Alliance's 1st Global Conference was not just an event; it was a symphony of success, with each member playing a unique note. The pages of our success story continue to unfold, and as we turn towards the next chapter, we do so with excitement and anticipation.

Thank you for being an integral part of this extraordinary journey. Together, we are not just an alliance; we are a force that redefines the meaning of global collaboration. As we look towards the future, our commitment remains unwavering, our ambition boundless, and our collaboration limitless.

## Delphi Alliance: Where Triumph Meets Collaboration, Where Futures Unfold!



### Thank you for making this happen!

#### Host Member Sponsors



#### Supporters



#### Media Communication Sponsors



#### Official AirCarrier Partner



#### Interpreting Sponsor



# MEMBERS NEWS



In today's fast pacing world, every decision impacts the quality of your business, whether it is the quality of your product or the quality of a service you are providing. A missed deadline, a misinterpreted clause, or a misplaced contract can reverberate through your entire operation. This is where ELO Contract Management Software steps in, not merely as a solution, but as a force multiplier for unprecedented success in the industry.



Today, on CPF's 14th Anniversary, we reflect on our accomplishments over the past fourteen years, and we can confidently say that it's because of our people that our Group has flourish.

We take this opportunity to express our appreciation to our colleagues for their hard work, loyalty, and support.



On Friday, November 3rd, the Director of Company Relations and Sustainability, Xenia Xenophontos, received on behalf of our company, an award from the University-to-Job Market Interconnection Offices. Digital Tree was honoured for its significant contributions to the program, which was a huge success, as it lead to our company hiring some of its interns on a permanent basis.



AKL partner, Kostas Fatsis, contributed to a thought-provoking article published by ered.gr - Greek Real Estate & Development Magazine, regarding the master plans of Greek ports and how they are given full priority over any other existing urban and city plans.



Charakis Research & Consulting Ltd announces that on November 1st, a funding agreement for the innovative Research & Development project, NAFTOPLUS, was signed with the Research and Innovation Foundation of Cyprus, within the framework of the Enterprises program.



Cyproman Group Inhouse Training for Anti-Money Laundering Regulation and Update. Being updated within the legal framework and new Directives and Guidelines is a priority in our group! A big thank you to European Institute of Management and Finance (EIMF) for coordinating successfully the three sessions and also our trainer Mr. Charalambos Anastasiades.



Unlock your full potential with Neuro Consulting! Our team of experts is here to help you tap into the power of your mind, enhancing your decision-making, leadership, and problem-solving abilities.



Issuance of Interim Unilateral Judicial Orders – Injunctive and Prohibitory Orders.



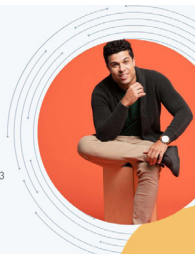
Calling all MENA-based founders! Join us and HubSpot for an exclusive FREE webinar. Discover how to supercharge your #startup with practical insights and be the first to know about our new program - Accelerate Middle East.

HubSpot for Startups

**Build the Ultimate Tech Stack to Supercharge Your Startup's Success**

Wednesday, November 29th @ 2pm EET | 3pm GMT+3

RSVP to Attend



# PARTNERS NEWS

**W DENIX ARRANGE INSURANCE POLICIES DESIGNED FOR THE MOST CHALLENGING OF RISKS**

A truly independent, management owned insurance broker, with a track record in finding competitive solutions for challenging risks. Our expert brokers' experience in an extensive range of sectors means we're able to deliver flexible solutions where other brokers fall to. W Denix has offices in the UK and Europe and serves clients domiciled around the world.

[FIND OUT MORE](#)

W Denix are very excited to announce that our new company website is now live!

After much hard work and eager anticipation, the new website is up and running.



All you need to know about preparing a segmented P&L analysis for transfer pricing purposes! Our recent blog simplifies the process and gives you guidance!.



**We are expanding to UK & Ireland**

Strategic Partner of:  
**LexisNexis Risk Solutions**

**infocREDIT GROUP**  
credit and compliance risk experts

**Big News from Infocredit Group!**  
We're thrilled to announce our strategic partnership with LexisNexis Risk Solutions in the UK & Ireland! Together, we're set to revolutionize financial compliance with cutting-edge solutions and expertise.



**TODAY WE CELEBRATE**

**15.000 CONSOLIDATIONS**

**250+ CUSTOMERS**

**6500 COMPANIES**

We appreciate that so many happy customers have trusted Konsolidator to simplify their financial consolidation. And with 15.000 consolidations for 250 customers, we are happy to see that more and more consolidate on their monthly reporting.



- You've provided 52 days of access to school books to orphaned children.
- You've given 4 days of business training to women in need.
- You've planted 2 trees to save orangutans.
- You've provided 42 days of access to personal hygiene to girls in need.
- You've provided 7 days of access to life-saving healthcare to people.
- You've reduced 20 kg of carbon dioxide emissions.
- You've given 2,700 days of access to life-saving clean water to people.

Thanks to our amazing AVN members and team, we were able to make the following givings last week through B1G1



**Perfect Client**

It's not easy to stand above competitors and convince potential clients your firm delivers. The traditional way is to tell the world how good you are. But that's what everyone does.

Brag and boast claims of 'Superior service', 'Leading firm' etc are the norm. But they bounce off us because they're subconsciously dismissed with:

"Well, they would say that wouldn't they."  
Yet there's one way to prove you get results.



**check360**  
UNLOCK FINANCIAL FREEDOM WITH ECHECK360

[www.echeck360.com](http://www.echeck360.com)

Discover a new era of financial well-being with eCheck360! Our cutting-edge solutions empower you to take control of your credit. Join us today and elevate your financial game!



Many businesses collect sensitive data from their clients during the onboarding process, such as passport photos and tax ID number. Protect client data during onboarding.



**fibreCRM** HEART OF THE PRACTICE

**Protecting client data during onboarding**

The Seventh Sustainability Summit for SE Europe and the Mediterranean.

How can sustainability foster global co-operation and peace?  
November 20th-21st 2023, Divani Apollon Palace & Thalasso



**ECONOMIST IMPACT**

**The Seventh Sustainability Summit for south-east Europe and the Mediterranean**

How can sustainability foster global co-operation and peace?  
November 20th-21st 2023  
Divani Apollon Palace & Thalasso, Kavos, Athens

**Government & business leaders on the future sustainable industry**

- Konstantinos Skrikas, President of Development, Greece
- Dimitris Papadopoulos, Chairman of the E.U. S&V Institute, Federevent, Entrepreneur
- Michael Stasinopoulos, CEO of VIOHALCO, Chairman of ENX Shipping & Technology Group, President of ELVALMILCOR
- Panos Katsikidas, President of ECD, ONEX Shipyard, Industry Representative for Growth

**hazlis & rivas** Inspiring Accountants

# ARTICLES

## ■ International Accounting Bulletin

Keeping your Employees Motivated During Challenging Times

Read the full article on the link below:

<https://www.delphialliance.com/post/keeping-your-employees-motivated-during-challenging-times>

## ■ Alphabet - Epe

As language service professionals for over two decades now, we were certainly not surprised here at ALPHABET that the Cambridge Dictionary chose “hallucinate” as Word of the Year 2023.

Read the interesting article here:

<https://www.delphialliance.com/post/the-cambridge-dictionary-team-chooses-hallucinate-as-its-word-of-the-year-2023>

## ■ Eurofast - Bulgaria

Bulgaria's New Approach to Tax and Social Obligation Payments

Read more about it on the link below:

<https://www.delphialliance.com/post/bulgaria-s-new-approach-to-tax-and-social-obligation-payments>

## ■ Opium Works

The Data Gold Rush: How to Use Data for Marketing Gold Using CRM

Within the digital realm of marketing, data is not just a buzzword anymore, but more of a trusted sidekick.

Explore the details in the article linked below:

<https://www.delphialliance.com/post/the-data-gold-rush-how-to-use-data-for-marketing-gold-using-crm>

## ■ IBSCY

10 crucial Cybersecurity practices for remote workers and business travelers

Nowadays, as the working environment gets more and more dynamic, businesses are adapting to distributed models, with remote employees and branch offices becoming the norm.

Read more about it on the link below:

<https://www.ibs.com.cy/en/blog/10-crucial-cybersecurity-practices-for-remote-workers-and-business-travelers>

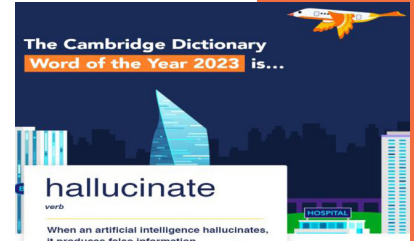
## ■ W Denis

Multinational companies and the need for local D&O policies

Directors and Officers face significant challenges due to the ongoing impact of globalisation, technological advances and regulatory changes, particularly when the business has subsidiary companies in multiple jurisdictions

Read more on the link below:

<https://wdenis.co.uk/multinational-companies-and-the-need-for-local-do-policies/>





# YOUTUBE CHANNEL

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**Stay Connected:** Receive real-time updates on events, news and community highlights.

We've just uploaded all their insightful sessions and highlights from recent Global Conference to our Youtube channel!

Now you can revisit the valuable content, catch up on sessions you missed and share the knowledge with your network.

## Subscribing is quick and easy:

1. Click <https://www.youtube.com/@delphialliance> to visit our Youtube channel.
2. Hit the "Subscribe" button.
3. Don't forget to click the notification bell to stay updated on all our latest uploads!



Your support means the world to us, and we can't wait to connect with you on Youtube. Together, let's make our community on Youtube as vibrant as our Delphi Alliance family.

Subscribe to stay updated on future uploads and feel free to like, comment and share your favorite memories.

Thank you for being part of our community.

# MUST READ / WATCH

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**MUST**  
READ / WATCH

Decoding Bulgaria's VAT Upgrade!

New rules kick in from Jan 1, 2023, shaking up the tax scene. Rossitza Koleva breaks down the genius move: a system that dials down VAT on outstanding invoices, making compliance a breeze.

Explore more here:

<https://www.delphialliance.com/post/streamlining-bulgarian-vat-fresh-regulations-for-bad-debts>

## Streamlining Bulgarian VAT: Fresh Regulations for Bad Debts



# MEMBER SHOWCASE

In every issue of our newsletter we will showcase a member from our community providing you with useful information so you can learn more about them.

Established in the year 2000, EMD is a multi-disciplinary firm based in Malta providing legal, tax, advisory and corporate services. Early in 2023, EMD Advocates, the firm's legal arm, became the first Maltese member of the Delphi Alliance for legal services in Malta.

With 5 partners leading an experienced and dynamic team of professionals principally made up of lawyers, accountants, and tax advisors, EMD boasts a strong international practice with particular emphasis on a number of niche areas including tax law, iGaming, financial services, trust law, corporate law, company incorporation, intellectual property, aviation and aircraft registration, ship and yacht registration, residence and immigration, employment law, media and entertainment law, and property and construction law. We also assist clients in litigation and arbitration proceedings, particularly in civil and commercial matters.


Due to Malta's attractive tax regime and robust legislative framework, many look towards Malta as a base to do business from or to take up residence or acquire citizenship. Thus, the ethos of the firm is to provide clients with the most efficient solutions tailored to their needs in a professional and cost-effective manner. To this end, we also promote a personalised service where one partner is designated contact partner for each client overseeing all client requests and communication. In this way clients are serviced in a seamless manner. This, we believe, is one of the main reasons for our success and for ensuring long-lasting relationships with our clients.

As a multi-disciplinary firm, we seek to provide our clients with a one-stop shop service. Thus, clients who require advisory services such as administration services, tax consultancy and compliance as well as accounting and book-keeping services can be serviced through the same office. Moreover, one of the companies within our group, EMD Trust Services Limited, is licensed by the Malta Financial Services Authority to act as trustee and co-trustee, as well as licensed as a Corporate Service Provider. Euris Consult Limited, a certified translation agency, also forms part of the EMD group.

Since most of our clients operate internationally, our membership within the Delphi Alliance and other legal networks, ensures that clients who are involved in cross-border transactions can be adequately represented and serviced by our cooperating firms in other jurisdictions.

The Honorary Consulate of Mexico in Malta is situated within the offices of EMD which are housed within the historic vaults built by the Knights of St. John at the Valletta Waterfront.

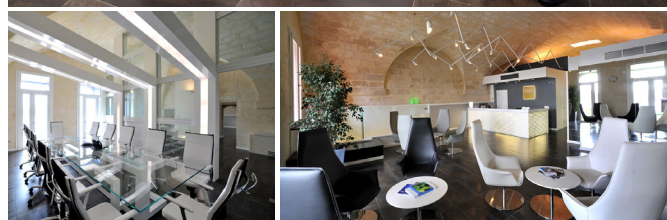
Visit <https://www.emd.com.mt> to find out more about EMD and what Malta has to offer you and your clients.



Company Name  
EMD Advocates

Member ID  
EMD/MT/12

Line of Business  
Legal Services



# PARTNER SHOWCASE

## Transform Your Compliance Efforts with our All-inclusive AML suite

In an era where financial crimes pose a significant threat to businesses, Infocredit Group, a leading provider of credit and compliance risk solutions, introduces AML suite. An all-inclusive one-stop solution that transforms the landscape of regulatory compliance, offering organizations a powerful and one of the most comprehensive tool to effortlessly meet their AML obligations.

Through our AML suite organizations can better adhere to AML regulations and practices so they can detect and prevent any fraudulent activities or people and businesses related to money laundering or fraud cases, being Politically Exposed Persons or listed in any of the global sanction lists. The suite consolidates essential tools for compliance, KYC (Know Your Customer), and risk management into a single platform, ensuring adaptability and strong security.

To maximize productivity, AML Suite is designed for seamless integration with existing organizational systems. This integration ensures that the benefits of automation extend across various departments, creating a unified and efficient approach to client relationships and compliance.

- KYC screening
- Client onboarding
- On-going monitoring
- Due Diligence
- Risk Based Approach

Infocredit Group's AML Suite platform is designed by AML Experts to cater to any business or operational needs of any organization of any size. AML Suite includes several modules that can be used in combination or separately, depending upon the regulatory requirements of any business. AML Suite modules include:

- The Risk-Based Approach Tool
- AML Screening Module with the world's most accurate, complete, and comprehensive datasets commercially available
- Enhanced Due Diligence Investigations Due Diligence
- ID Documents Validation

For more information or to request a free demo, please feel free to visit: [AML suite](#)

Infocredit Group is a leading provider of business intelligence and risk management solutions, including Credit Risk, AML/CTF regulatory compliance, Due Diligence and KYC.

With offices in Cyprus, Malta, the UK and the UAE, with a presence in Greece and Romania, its services and solutions have covered the international market for more than 50 years.



Company Name  
AML suite 24

Line of Business  
Compliance Services

Website  
[www.amlsuite24.com](http://www.amlsuite24.com)

Transform  
Your  
Compliance  
Efforts  
With AMLsuite

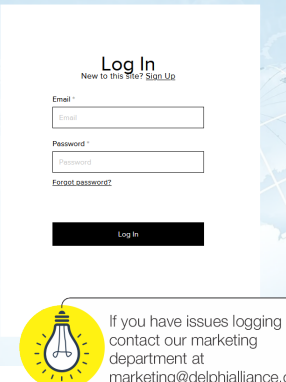
# HOW

# TO

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## NAVIGATING DELPHI ALLIANCE'S MEMBER LOGIN SECTION

Members are advised to unlock the full potential of their Delphi Alliance membership by regularly exploring our dedicated Members Area. The following guidance provides step-by-step instructions to enhance your experience with valuable information, resources, and opportunities, including highlights of the contents.



**Logging In:**

To Log in you must have received a welcome email from Delphi Alliance where you are requested to create a password. Then you just need to:

1. Open your web browser and go to [www.delphialliance.com](http://www.delphialliance.com)
2. Locate the member login at the top right corner of the homepage.
3. Enter your credentials by inputting your email and password in the designated fields.
4. Once logged in, click on the selected tab in the Members Area to enter the dedicated section.

### Exploring the Member's Area

**1. Members:** Find the contact details of global alliance members as well as the communication person appointed to deal with Delphi Alliance members. Use the search country function to find members to review their contact details and expert services provided. Additionally, please advise Delphi Alliance of any changes to your contact details for updating, as and when necessary.

**2. Procurements:** Stay informed about procurement opportunities. Delphi Alliance serves as a hub for the exchange of procurement insights and opportunities tailored to the lines of business. By fostering "joint ventures" among interested members, we're collectively strengthening our participation potential.

**3. Invest in Country Guides:** Explore our first country publication, the comprehensive "Invest in Greece" guide.

**4. International Magazines:** Delve into our exclusive subscription to the International Accounting Bulletin, the foremost and trusted source for the latest news, analysis, and insights for accountancy firms, networks, and associations. Dive into in-depth coverage of industry trends and highlights, staying at the forefront of developments in the accounting world.



**5. Marketing:** Elevate your visibility and reach. In this section, members can access Delphi Alliance logos, and are encouraged to incorporate them into their websites and marketing materials. Additionally, the alliance Brand Identity Guideline and Corporate Brochure are readily available for download. You will also be able to find Delphi Alliance social media please subscribe, like and follow to keep up to date with the latest updates, exclusive content, and exciting announcements.

**6. Forms:** Access important alliance forms for Outbound & Inbound Referrals to enhance communication and collaboration. Ensure compliance and contribute to the collective progress with the member Annual Report & Declaration.

**7. Partners:** Explore our strategic partnerships. Members of the alliance gain exclusive access to products, services, events, and media offerings at discounted rates along with privileged treatment.

**8. Members Rulebook:** Explore and familiarize yourself with the comprehensive guidelines and principles that govern Delphi Alliance membership, covering key policies, ethical standards, and membership obligations. Access this valuable resource in the dedicated 'Members Rulebook' section.

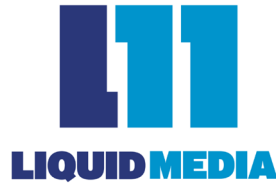
We trust this guide enhances your experience within the Delphi Alliance community.

For any questions or assistance, please reach out to our support team.

# OUR PARTNERS



Delphi Alliance's Partners Program intends to bring value to its members, by securing them access to products, services, events and media, at discount prices and with a privileged treatment.



## ABOUT DELPHI ALLIANCE

The first multi-practice global Association linking professionals from twelve different lines of services with exclusivity membership rights by country, city and by line of service, building synergies and creating new business participation opportunities between member firms. The twelve multi-practice participation creates the ground-breaking "local and global alliance" concept, allowing its members to share insights, knowledge, expertise, global resources, client referrals and develop joint ventures to bid for public procurements and local and international projects that have eligibility requirements, which essentially would be extremely difficult to achieve on their own.

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