



TÜRKİYE OPERATIONS MANAGEMENT

End-to-End Corporate Services for Foreign Companies in Türkiye

QUALITY

Big4-Grade Operational
Excellence

DEPTH

CFO Advisory Depth

APPROACH

IEPA Strategic Approach

ABOUT US

Türkiye Operations Management at Global Standards

We provide foreign companies operating in Türkiye with end-to-end operations, finance, tax, payroll and management services across every structure — from liaison offices to fully-liable joint-stock and limited companies.

THE S&A ECOSYSTEM

S&A BPO

Operational
outsourcing

S&A CFO Advisory

Financial leadership &
management

S&A IEPA™

Strategy, governance,
analytics

Legal Partner

Legal compliance &
contract management

These components combine into a single, integrated corporate services platform managed from one point of contact. S&A IEPA™ — the Integrated Enterprise Performance Architecture — is the group's strategic and analytical backbone.

Entry and Set-up in Türkiye

A solid entry into the Turkish market through the right legal structure, tax positioning and operational foundation.

● Set-up & Structuring

LEGAL ENTITY SET-UP

- ◇ Liaison office set-up
- ◇ Representative office / branch opening
- ◇ Limited / joint-stock company incorporation
- ◇ Limited vs. full tax-liability structuring
- ◇ Double taxation treaties
- ◇ Bank account opening
- ◇ E-notification, SGK, İŞKUR, e-ledger set-up

● Operational Go-Live

GO-LIVE SET-UP

- ◇ Payroll and SGK process set-up
- ◇ Accounting systems set-up
- ◇ ERP / financial architecture initial set-up
- ◇ Employment contracts and HR compliance

Operational Outsourcing

End-to-end management of finance, payroll and tax operations — from daily bookkeeping to group reporting.

● Finance & Accounting

FINANCE OUTSOURCING

- ◇ Daily accounting
- ◇ E-invoice, e-ledger, e-archive
- ◇ VAT, withholding, SGK, BA-BS
- ◇ IFRS / US GAAP reporting
- ◇ Group reporting packs (HFM, SAP BPC, Oracle FCC, Tagetik)

● Tax Compliance

TAX COMPLIANCE

- ◇ Corporate income tax
- ◇ VAT refunds
- ◇ Transfer pricing documentation
- ◇ Non-resident withholding processes

● Payroll & Human Resources

PAYROLL & HR

- ◇ Payroll calculation
- ◇ SGK declarations
- ◇ Work permits for foreign employees
- ◇ HR compliance & labour-law alignment

● Management Reporting

MANAGEMENT REPORTING

- ◇ Monthly management reports
- ◇ Budget vs. actual analysis
- ◇ Cash-flow projections
- ◇ KPI dashboard (Gold Premium theme)

CFO-as-a-Service & Financial Leadership

Outsourced CFO for the Turkish operations of foreign companies — financial leadership across strategy, cash, risk and investment decisions.

● CFO-as-a-Service

OUTSOURCED CFO

- ◇ Financial strategy
- ◇ Cash management
- ◇ Banking relationships
- ◇ Board reporting
- ◇ Risk management
- ◇ Investment decision support

● Financial Architecture & Systems

FINANCIAL ARCHITECTURE

- ◇ Trial balance → P&L → Balance sheet → WC → Cash-flow automation
- ◇ Excel-based CFO reporting platform
- ◇ Dashboard integration
- ◇ KPI & OKR systems

● Internal Control & Compliance

INTERNAL CONTROL

- ◇ SOX compliance
- ◇ Internal control matrix
- ◇ Fraud risk assessment
- ◇ Delegation of Authority (DoA)

Integrated Enterprise Performance Architecture

A strategic product family that unifies strategy, governance and analytics in one architecture — reconciling multi-source operational data against the trial balance.

● Governance & Strategy

GOVERNANCE & STRATEGY

- ◇ Board structuring
- ◇ Strategic planning
- ◇ Organisation design
- ◇ ESG & sustainability framework

● Financial Analytics & Decision Support

ANALYTICS & DECISION

- ◇ Sector analysis
- ◇ Competitive analysis
- ◇ Pricing models
- ◇ Product profitability analysis

● Operational Excellence

OPERATIONAL EXCELLENCE

- ◇ Process optimisation
- ◇ Digital transformation roadmap
- ◇ Performance management

Synergy with the Law Firm

End-to-end legal compliance — from incorporation to contract management, with tax and law working as one.

● Corporate Legal & Compliance

CORPORATE LEGAL

- ◇ Incorporation agreements
- ◇ Shareholding structures
- ◇ Board resolutions
- ◇ Commercial-law compliance

● Work Permits & Foreign Staff

WORK PERMITS

- ◇ Work permits
- ◇ Residence permits
- ◇ Foreign employee contracts

● Contract Management

CONTRACT MANAGEMENT

- ◇ Supplier contracts
- ◇ Distribution / franchise
- ◇ Intra-group service agreements (management fee)

● Tax & Legal Integration

TAX-LEGAL

- ◇ Legal framework for transfer pricing
- ◇ Royalty / licence agreements
- ◇ Legal assessment of non-resident withholding

Packages Built for Foreign Companies

Three packages that scale with need — from market entry to full compliance, through to CFO-level financial management.

Türkiye Entry Package	ENTRY
✓ Incorporation ✓ Payroll ✓ Accounting ✓ Tax compliance	✓ CFO reporting ✓ Legal contract set ✓ Operational go-live package
Full Compliance Package	FULL COMPLIANCE
✓ Tax compliance ✓ Payroll ✓ Legal compliance	✓ Internal control ✓ Transfer pricing
CFO Premium Package	PREMIUM
✓ CFO-as-a-Service ✓ Cash-flow management ✓ KPI dashboard	✓ Financial architecture ✓ Budget & forecast system

Corporate Strength from One Point

We combine global-standard delivery with foreign-company expertise and board-ready reporting.

01 Big4-grade service

International audit and advisory discipline as standard.

02 Foreign-company expertise

Deep experience in foreign-capital structures in Türkiye.

03 Integrated ecosystem

CFO Advisory + BPO + IEPA + Legal
Partner under one roof.

04 Board-ready reporting

Outputs at board and credit-committee level.

05 Premium Gold dashboards

Traffic-light scorecards and deep drilldown.

06 Single point of contact

End-to-end, one counterpart, one accountability.

CONTACT



IEPA · BPO · CFO ADVISORY



We are ready to work with you to establish and run your Turkish operation at global standards.

ADDRESS

Kadıköy · İstanbul ·
Türkiye

EMAIL

info@saiepa.com

WEB

www.saiepa.com

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