

ANNEX 3 - ENTERPRISE EUROPE NETWORK PROFILE FOR INTERNATIONALIZATION OF SMALL AND MEDIUM ENTERPRISES

- mandatory field

	<input type="checkbox"/> Business Request <input type="checkbox"/> Business Offer
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Details:

<p>Title (maximum of 256 characters (including spaces)): It should be clear, concise, and attractive. Stand-alone acronyms, product names, trademarks are not allowed.</p> <p>Example: <i>Russian company specialized in fertilizers production is looking for trade intermediaries in France, Italy and Spain.</i></p>	
<p>Internal Reference: Name of the company</p>	
<p>Summary: Give a brief description of the product/service offered (max. 500 characters).</p> <p>Example: <i>A Russian company specialized in manufacture of drywall (gypsum plasterboard), drywall molds from basic iron, ferro-alloys and steel, metal goods, fixing systems etc., is looking for trade partners. Moreover the company will consider proposals about presenting the products (building materials) of foreign partners. Also the company is looking for the partner for cooperation to organize joint venture on the available territory.</i></p>	

<p>Advantages and Innovations (50-2000 characters): Describe clearly the innovative aspects, economic advantages/benefits of the clients business</p> <p>Example:</p> <p><i>A large amount of land and industrial buildings in the property.</i></p> <p><i>A large number of raw materials for the production of pellets.</i></p>	
<p>Stage of Development: Choose the appropriate current stage of Development.</p>	<p><input type="checkbox"/> Already on the market</p> <p><input type="checkbox"/> Available for demonstration</p> <p><input type="checkbox"/> Concept Stage</p> <p><input type="checkbox"/> Field Tested / Evaluated</p> <p><input type="checkbox"/> Project Already Started</p> <p><input type="checkbox"/> Project in Negotiations – Urgent</p> <p><input type="checkbox"/> Proposal under development</p> <p><input type="checkbox"/> Prototype available for demonstration</p> <p><input type="checkbox"/> Under development / lab tested</p>

Description (max. 4000 characters):

Provide background information or a short introductory text about the business, its field of activity, its experience/status in the market (market leader, distributor, and involvement in internationalization activities) to be able to enable people to understand exactly what the company is offering.

Example:

Russian company is specialized in manufacturing and trading of unique capping device - plastic cap with pull-out spout for beverage bottles (standard PCF 30) is looking for Trade Intermediary services (agent, representative, distributor) (liquor companies that is manufacturing and bottling of alcoholic beverages in Armenia).

The company was established in 2007. Since that time the company has produced bottle hoods using unique technology. The company has already engaged in international cooperation, today it tries to strengthen presence in Armenia and looking liquor companies that is manufacturing and bottling of alcoholic beverages.

<p>Technical Specification or Expertise Sought: The technical specification or type of expertise sought. The product and/or processes should be briefly described and the targeted prices and production throughput should be given.</p> <ul style="list-style-type: none"> • What are the products the company believes could be suitable? • What are the products the company is sure are not suitable? • Are there some specific requirements to take into consideration (temperature, pressure, size, etc)? • Clearly specify any technical requirements of the products requested/offered. 	
<p>IPR status: Here you have to mention company's intellectual property status</p>	<p><input type="checkbox"/> Copyright</p> <p><input type="checkbox"/> Design Rights</p> <p><input type="checkbox"/> Exclusive Rights</p> <p><input type="checkbox"/> Granted patent or patent application essential</p> <p><input type="checkbox"/> Other (registered design, plant variety, etc)</p> <p><input type="checkbox"/> Patent(s) applied for but not yet granted</p> <p><input type="checkbox"/> Patent(s) granted</p> <p><input type="checkbox"/> Secret know-how</p> <p><input type="checkbox"/> Trade marks</p>

Dissemination:

<p>Market Keywords</p>	
<p>NACE code, corresponding the company's activity: You can obtain the list of NACE codes from your expert</p>	
<p>Sector Group: Example:</p>	<ul style="list-style-type: none"><input type="checkbox"/> Agrofood<input type="checkbox"/> Automotive, Transport and Logistics<input type="checkbox"/> Bio Chem Tech<input type="checkbox"/> Creative Industries<input type="checkbox"/> Environment<input type="checkbox"/> Healthcare<input type="checkbox"/> ICT Industry and Services<input type="checkbox"/> Intelligent Energy<input type="checkbox"/> Maritime Industry and Services<input type="checkbox"/> Materials<input type="checkbox"/> Nano- and Microtechnologies<input type="checkbox"/> Services and Retail<input type="checkbox"/> Space and Aerospace<input type="checkbox"/> Sustainable Construction<input type="checkbox"/> Textile and Fashion<input type="checkbox"/> Tourism and Cultural Heritage<input type="checkbox"/> Women entrepreneurship
<p>Disseminate profiles to the following countries:</p> <p>Select which countries where you would like the profile to be disseminated to. You can enter multiple if you are looking to target multiple regions. Leaving this field blank indicates that the client has no preference of where the profile is</p>	

disseminated.

Please ensure that any selection you make in this field corresponds with the rest of the profile.

Company:

<p>Type and Size of Company: Select the type and size of the organization who are making the Business Offer/Request</p>	<ul style="list-style-type: none"><input type="checkbox"/> Industry SME <= 10 (Small to Medium sized enterprise – 10 or less employees)<input type="checkbox"/> Industry SME 11-49 (Small to Medium sized enterprise – 11 to 49 employees)<input type="checkbox"/> Industry SME 50 – 249 (Small to Medium sized enterprise – 50 to 249 employees)<input type="checkbox"/> Industry 250-499 (Enterprise with 250 – 499 employees)<input type="checkbox"/> Industry >500 (Enterprise with more than 500 employees)<input type="checkbox"/> Industry MNE >500 (Multinational enterprise with more than 500 employees)<input type="checkbox"/> Inventor<input type="checkbox"/> Other<input type="checkbox"/> R&D institution (Research and Development institute)<input type="checkbox"/> University (Accredited place of learning)
<p>Year Established:</p>	

<p>Turnover (euro): Write the current approximate annual turnover in Euros of the organization/company.</p>	<input type="checkbox"/> <1M (Less than 1 million Euros) <input type="checkbox"/> 1-10M (Between 1 and 10 million Euros) <input type="checkbox"/> 10-20M (Between 10 and 20 million Euros) <input type="checkbox"/> 20-50M (Between 20 and 50 million Euros) <input type="checkbox"/> 50-100M (Between 50 and 100 million Euros) <input type="checkbox"/> 100-250M (Between 100 and 250 million Euros) <input type="checkbox"/> 250-500M (Between 250 and 500 million Euros) <input type="checkbox"/> >500M (500 million Euros or greater)
<p>Already Engaged in Trans-National Cooperation:</p>	<input type="checkbox"/> YES <input type="checkbox"/> NO
<p>Certification Standards: Indicate all internationally recognized standards that the client has Example: AS, BS, DIN, ECOCERT, ELLOT, EMAS, EN, FSC, GOST, ISO, OHSAS, MGIP, SA, SO, SPWG, TCO, TS, TSE and VESA standards</p>	
<p>Languages Spoken: Indicate all languages that the client can speak to a professional, business level.</p>	
<p>Company's country:</p>	

Partner Sought:

<p>Type and Role of Partner Sought: Insert information regarding the type and role of Partner sought. Enter as much detailed information as possible as this allows prospective partners to be fully aware of your company needs and expectations. As a rule the following information</p>	
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should be addressed as a minimum:

- The type of Partner Sought (industry, academic, research organisation, business etc.)
- The tasks to be performed by the partner sought (you should state clearly what you expect from your partner.
- Remember multiple types of partners and partnerships can be considered but at least some of the tasks to be performed should be consistent with the type of partnership you are discussing in the Summary, Description and other sections of this profile.

Profile is opened for Expressions of Interest:

YES

NO

Type and Size of Partner Sought:

Select the desired type and size of the organization that the client would like to connect with.

Industry SME <= 10 (Small to Medium sized enterprise 10 or less employees)

Industry SME 11-49 (Small to Medium sized enterprise – 11 to 49 employees)

Industry SME 50 – 249 (Small to Medium sized enterprise – 50 to 249 employees)

Industry 250-499 (Enterprise with 250 – 499 employees)

Industry >500 (Enterprise with more than 500 employees)

Industry MNE >500 (Multinational enterprise with more than 500 employees)

Inventor

Other

	<input type="checkbox"/> R&D institution (Research and Development institute) <input type="checkbox"/> University (Accredited place of learning)
<p>Type of Partnership Considered: Indicate the type of partnership that the client would consider</p>	<input type="checkbox"/> Acquisition Agreement <input type="checkbox"/> Commercial Agency Agreement <input type="checkbox"/> Distribution Services Agreement <input type="checkbox"/> Financial Agreement <input type="checkbox"/> Franchise Agency Agreement <input type="checkbox"/> Joint venture Agreement <input type="checkbox"/> License Agreement <input type="checkbox"/> Manufacturing Agreement <input type="checkbox"/> Outsourcing Agreement <input type="checkbox"/> Reciprocal production <input type="checkbox"/> Services Agreement <input type="checkbox"/> Subcontracting