

Attachment B - COMPANY PROFILE

INTERNATIONAL INCOMING FOR MECHANICAL/MECHATRONIC ENTERPRISES
October 12th - October 13th, 2020

(to be returned within the **13th of March 2020** to internazionalizzazione@trentinosviluppo.it)

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| COMPANY PROFILE |
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COMPANY DETAILS:

Company name:

Address:

VAT:

Tel: Fax:

Web: E-mail:

Legal representative:

Position:

GENERAL INFORMATION:

Foundation:

Employees:

Turnover:

Foreign languages:

Key contact (Title, Name, Surname):

Mobile: E-mail:



Products/services description:

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Markets and applications:

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Certifications/licenses and quality standard:

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Main factors of competitiveness:

Technologies Design Price
 Quality Innovation Lead Time
 Other:

Products and services specific characteristics

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GLOBAL PRESENCE:

Export %:

Main target countries:

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Customs code and its description of the exported products:

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Main competitors:

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.....

PRESENCE IN GERMANY:

Has the company already sold its products/services in Germany? Yes No

Through what channels or how does the company sell its products in Germany?

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Name of local partners or clients:

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.....



What kind of clients/partners is the company looking for?

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Potential clients and/or local player (agents/distributors/importers) suggestions:

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Local players which should not be contacted (clients, competitors, local player connected with bad experiences...):

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PRESENCE IN SWEDEN:

Has the company already sold its products/services in Sweden? Yes No

Through what channels or how does the company sell its products in Sweden?

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Name of local partners or clients:

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What kind of clients/partners is the company looking for?

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Potential clients and/or local player (agents/distributors/importers) suggestions:

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Local players which should not be contacted (clients, competitors, local player connected with bad experiences...):

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PRESENCE IN POLAND:

Has the company already sold its products/services in Poland? Yes No

Through what channels or how does the company sell its products in Poland?

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Name of local partners or clients:

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What kind of clients/partners is the company looking for?

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Potential clients and/or local player (agents/distributors/importers) suggestions:

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Local players which should not be contacted (clients, competitors, local player connected with bad experiences...):

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Notes:

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Please enclose brochures and catalogues (English and German) in order to facilitate the search for potential buyers in Germany, Sweden and Poland.

Date: **Stamp and Signature:**

