

## Attachment B - COMPANY PROFILE

### INTERNATIONAL INCOMING FOR MECHANICAL/MECHATRONIC ENTERPRISES November 24<sup>th</sup> - November 26<sup>th</sup>, 2020

(to be returned within the 30<sup>th</sup> of April 2020 to [internazionalizzazione@trentinosviluppo.it](mailto:internazionalizzazione@trentinosviluppo.it))

<b>COMPANY PROFILE</b>
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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:**

.....  
.....  
.....

**Markets and applications:**

.....  
.....  
.....

**Certifications/licenses and quality standard:**

.....  
.....  
.....

**Main factors of competitiveness:**

<input type="checkbox"/> Technologies	<input type="checkbox"/> Design	<input type="checkbox"/> Price
<input type="checkbox"/> Quality	<input type="checkbox"/> Innovation	<input type="checkbox"/> Lead Time
<input type="checkbox"/> Other: .....		

**Products and services specific characteristics**

.....  
.....  
.....  
.....



**GLOBAL PRESENCE:**

Export %: .....

Main target countries:

.....  
.....

Customs code and its description of the exported products:

.....  
.....  
.....

Main competitors:

.....  
.....

**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?

.....  
.....

Name of local partners or clients:

.....  
.....



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

.....  
.....  
.....

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

.....  
.....  
.....

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

.....  
.....

**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?**

.....  
.....

**Name of local partners or clients:**

.....  
.....

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

.....



.....  
.....

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

.....  
.....  
.....

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

.....  
.....

**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?**

.....  
.....

**Name of local partners or clients:**

.....  
.....

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

.....  
.....  
.....



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

.....  
.....  
.....

**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:** .....

