

Business Request

Please note:

- Blue fields are mandatory
- To fill in fields marked with asterisk (*) it is recommended to consider the related notes at the bottom of this form
- Fields to be ticked always have one selection unless differently specified under the field title

Field	To be completed
Title	
Summary * (1-500 characters)	
Stage of Development	<input type="checkbox"/> Already on the market <input type="checkbox"/> Available for demonstration <input type="checkbox"/> Concept Stage <input type="checkbox"/> Field Tested / Evaluated <input type="checkbox"/> Project Already Started <input type="checkbox"/> Project in Negotiations - Urgent <input type="checkbox"/> Proposal under development <input type="checkbox"/> Prototype available for demonstration <input type="checkbox"/> Under development / lab tested
Comments regarding Stage of Development	
Description * (100-4000 characters)	

<p>Technical Specifications or Expertise Sought *</p>	
<p>Advantages and innovations * <i>(50-2000 characters)</i></p>	
<p>IPR Status <i>(multiple fields can be selected)</i></p>	<p> <input type="checkbox"/> Copyright <input type="checkbox"/> Design Rights <input type="checkbox"/> Exclusive Rights <input type="checkbox"/> Granted patent or patent application essential <input type="checkbox"/> Other (registered design, plant variety, etc.) <input type="checkbox"/> Patent(s) applied for but not yet granted <input type="checkbox"/> Patents granted <input type="checkbox"/> Secret Know-how <input type="checkbox"/> Trade Marks </p>
<p>Comments Regarding IPR Status</p>	
<p>Technology Keywords <i>(selecting a maximum of 5 keywords from the related file)</i></p>	
<p>Market Keywords <i>(selecting a maximum of 5 keywords from the related file)</i></p>	
<p>Restrict Dissemination to specific countries <i>(if any)</i></p>	
<p>Type and Size of Client <i>(the Client is the Italian SME/research centre filling in the profile)</i></p>	<p> <input type="checkbox"/> Industry SME <= 10 <input type="checkbox"/> Industry SME 11-49 <input type="checkbox"/> Industry SME 50 – 249 <input type="checkbox"/> Industry 250-499 <input type="checkbox"/> Industry >500 <input type="checkbox"/> Industry MNE >500 <input type="checkbox"/> Inventor <input type="checkbox"/> Other <input type="checkbox"/> R&D institution <input type="checkbox"/> University </p>
<p>Year Established</p>	

NACE keywords *	
Turnover (Euros – Millions)	<input type="checkbox"/> <1M <input type="checkbox"/> 1-10M <input type="checkbox"/> 10-20M <input type="checkbox"/> 20-50M <input type="checkbox"/> 50-100M <input type="checkbox"/> 100-250M <input type="checkbox"/> 250-500M <input type="checkbox"/> >500M
Already Engaged in Transnational Cooperation?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Additional Comments	
Certification Standards	
Languages Spoken	
Type and Role of Partner Sought *	
Type and Size of Partner Sought <i>(multiple fields can be selected)</i>	<input type="checkbox"/> SME < 10 <input type="checkbox"/> SME 11-50 <input type="checkbox"/> SME 51 – 250 <input type="checkbox"/> 251-500 <input type="checkbox"/> >500 <input type="checkbox"/> MNE >500 <input type="checkbox"/> Inventor <input type="checkbox"/> R&D institution <input type="checkbox"/> University
Type of Partnership Considered <i>(multiple fields can be selected)</i>	<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"/> Services agreements <input type="checkbox"/> Outsourcing agreement

	<input type="checkbox"/> Supplier agreement <input type="checkbox"/> Subcontracting
Attachments/images (max size per file:4 MB)	to be sent via e-mail to alps.europa@ge.camcom.it

HOW TO FILL IN THE BUSINESS OFFER FORM

Summary

The summary should be a short overview of the offered product/service and it aims at providing the following information:

- Geographical location and country of origin of the offering client;
- Type of organisation of the offering client and their field of activity (SME, research centre,);
- The product/service on offer;
- Main advantages/innovativeness of the product/service on offer;
- List with the sought cooperation types.

Description

Please describe the relevant characteristics of the business offer.

Whenever possible, provide background information and a short introductory text to the described business.

The description is a detailed explanation of the offered business and it should answer the following questions:

- Geographical location of the offering client
- Type of organisation of the offering client and their field of activity
- Describe the offered product/service in more details: main features and application fields
- Provide information about the expertise or know-how of the offering company
- Justify the selected cooperation type(s):
 - **Why** were these cooperation types selected – the desired outcome of an international partnership
 - **How** is the international cooperation envisaged – the cooperation types **should be explained**, not simply stated.
- Do **not** include a sales promotion of the product/service

- Do **not** include the advantages of the product/service (a separate field is there)

When using abbreviations, make sure that the full names are given when they appear for first time in the profile text.

Technical specifications or expertise sought

Describe the specific requirements needed by requesting the product/service. Elaborate on the performance indicators, which are sought from the potential partners.

- What are the products/services which could be suitable? And what are the products/services that are not suitable?
- Are there some specific requirements to take into consideration (temperature, pressure, size, etc.)?
- Clearly indicate any technical requirements of the products/services requested and/or the technical competencies of the partner sought

Advantages and Innovations

Describe clearly the innovative aspects and the economic and technology advantages and benefits of the offered product/service.

- Benchmark the services in comparison to the competitors
- Specify the competitive advantages of your product/service in comparison to other producers and providers
- Consider elements such as performance, ease of use, specific know-how, adapting to existing technology, range of products, company history and tradition

It may be useful to add a bullet list of main advantages related to the product: i.e. novelty, performance, ease of use, economic benefits, comparison to competitive products already on the market etc.

NACE keywords

Selecting the right code from this link: [NACE codes](#)

Type and Role of Partner Sought

Provide information about the type and the role of the partner sought. Insert detailed information and this will allow prospective partners to be fully aware of your clients' needs and expectations.

The field should address the following information:

- The type of partner sought (industry, academic, research organisation, business etc.)
- The tasks to be performed by the partner sought
- Multiple types of partners and partnerships can be considered. The tasks to be performed by the partner sought should be consistent with the type(s) of partnership discussed in the summary, the description and other profile fields.