

**COOPERATION PROFILE**

**BUSINESS REQUEST**

**NOTE PER LA COMPILAZIONE DEL COMPANY PROFILE**

**I campi presenti nel database sono tutti obbligatori** (tranne quelli contrassegnati da “se disponibile”).

Al fine di ottenere una ottimale presentazione della Vostra impresa, Vi invitiamo a descrivere dettagliatamente i seguenti campi:

1. **Attuali Prodotti / Attività con particolare riguardo alla richiesta/offerta di cooperazione**.
2. **Paesi d’interesse.** Il sistema può accettare tutti i paesi UE27 + altri 10 paesi nel resto del mondo.
3. **Descrizione completa (specifica della cooperazione offerta).** Questo è il campo più importante del profilo: completa la scelta fatta nel tipo di cooperazione richiesta/offerta (es. specifica dell’intermediazione commerciale, del tipo di joint-venture, della tipologia delle attività di R&ST, di produzione, di subappalto, etc.).
4. **Descrizione dei principali vantaggi che l’azienda può offrire al partner estero.** Questo campo deve essere usato per evidenziare quelle qualità/caratteristiche della Vostra azienda che possono apportare valore aggiunto ad un eventuale accordo di cooperazione (es. know-how, prezzi concorrenziali, rispetto dei tempi di produzione, tecnologia all’avanguardia, etc.).
5. **Input atteso / caratteristiche del partner estero.** In questo campo si devono indicare quelle qualità/caratteristiche ritenute necessarie in un eventuale accordo di cooperazione e che il partner dovrebbe essere in grado di offrire.

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**INFORMATIVA AI SENSI DEL D.LGS. N. 196/2003 E SUCCESSIVE MODIFICHE E INTEGRAZIONI.**

**TUTELA DELLE PERSONE E DI ALTRI SOGGETTI RISPETTO AL TRATTAMENTO DEI DATI PERSONALI**

Il/la sottoscritto/a **(stampatello)**………………………………………………………………………in nome e per conto dell’azienda di seguito citata, presta il suo consenso al trattamento dei dati contenuti nella presente scheda da parte di …………………………………………………………….. che li utilizzerà esclusivamente per:

1. l’inserimento nella BCD con le modalità descritte nella nota informativa;
2. l’aggiornamento del proprio database d’imprese;
3. informare l’utente sulle iniziative di internazionalizzazione.

A parte i casi succitati, mai e per qualunque motivo saranno ceduti a terzi.

Il/la sottoscritto/a potrà in ogni momento esercitare i Suoi diritti nei confronti del titolare del trattamento, ai sensi dell'art.7 del D.lgs.196/2003.

Luogo e data: …………………………………………………………………………………………………………..

Firma ……………………………………………………………………………………………………………………

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**COOPERATION PROFILE – BUSINESS REQUEST**

**A. Company profile**

Description of the company

Name: ……………………………………………………………………………………………...….

Address 1: ……………………………………………………………………………………….………....

Address 2 (if applicable): ………………………………………………………………………………………………….

Postal code: ………………………………………………………………………………………………….

City: ………………………………………………………………………………………………….

Country:………………………………………………………………………………………………….

Web address (if applicable): ………………………………………………………………………………………..

E-mail (if applicable): ………………………………………………………………………………………..

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**Contact person**

First name: ………………………………………………………………………………………..

Family name: ………………………………………………………………………………………..

Position in the company: ………………………………………………………………………………………..

Telephone N°: ………………………………………………………………………………………..

Fax N° (if applicable): ………………………………………………………………………………………..

E-mail (if applicable): …………………………………….…………………………………………….……

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Year established: …………………………………………………………………………………………….……

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Turnover in million of Euro:  <1  1 – 10  10 – 20  20 - 50

50 - 100  100 250  250 – 500  More than 500

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Number of employees:  1 – 9  10-49  50-249  250 and more

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Activity Code (NACE-Code): ……………………………………………………………………………….……….

(consulta il codice all’indirizzo: [**http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2006:393:0001:0039:EN:PDF**](http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2006:393:0001:0039:EN:PDF) **)**

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Contact languages:  English  Others: ……………………………………………..……………

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Certification/Quality Standard:  None  ISO9000  Ecoaudit

Other (please specify): ……………………………………………………………

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**Company’s current Products / Activities**, particularly with regard to the co-operation request:

(main products / services; core activities). Please be as detailed as possible in describing your products/activities.

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Already engaged in Trans-national Cooperation: Yes:  No:

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Percentage of Trans-national Activity:  0 – 9%  10 – 49%  50% or more

(defined as approximate of turnover)

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**B. COOPERATION PROPOSAL – BUSINESS REQUEST**

**Type of Partnership considered (multiple selections allowed):**

***Double click into the box to select***

1. **Acquisition agreement**

*(the company wants to buy another company or part of it - shares)*

1. **Commercial agency agreement**

*(contract creating a fiduciary relationship whereby the companies agree to be bound by later agreements made by either party)*

1. **Distribution service agreement**

*(the company – distributor - is searching for products or services to sell in its own country; e.g. to complete its product range)*

1. **Financial agreement**

*(the company requests to be financed by another company)*

1. **Franchise Agency Agreement**

*(the client company is looking for a franchise offer to become a partner)*

1. **Joint Venture**

*(the companies agree to develop, for a finite time, a new entity and new assets)*

1. **License agreement**

*(authorization - by the licensor - to use the licensed material - by the licensee)*

1. **Manufacturing agreement**

*(the company requests the production of goods for use or sale using labour and machines, tools, chemical and biological processing or formulation)*

1. **Outsourcing agreement**

*(contractual agreement involving an exchange of services and payments, in the long run*

1. **Reciprocal Production**

*(the company requests the production of certain goods in exchange of the production of other goods)*

1. **Service agreement**

*medium to long term provision of a service by one company to another, by sharing the funding and resourcing of the service (the providing company effectively becomes a service provider)*

1. **Subcontracting**

*(the client company requests that part or all of its tasks are performed by another company: the company looks for a sub-contractor. This can be a one-off agreement)*

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Target Country / ies: …………………………………………………………………………………………….…...

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**Full description of the cooperation**: **describe in detail** the type of cooperation. Per ogni tipo di cooperazione che avete indicato sopra specificate in dettaglio (sempre in inglese) come pensate debba essere questa partnership!

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Description of the main advantage the company could offer to a potential partner:

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Uploaded file(s):  Yes  No

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**C. PROFILE OF THE REQUIRED PARTNER**

description of the required characteristics of the potential partners

Type of Partner:  Company

Other (Please specify)…………………………………………………………

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Field of Activities:  Manufacturing

Services

Trade (Buying / Selling)

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Number of Employees:  1 – 9  10-49  50-249  250 or more

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Trans-national Cooperation experience:  No preference  Preferred  Required

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Expected input / characteristics of the partner (description of what is being expected from the potential cooperation partner):

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Contatti

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