|  |
| --- |
| The completed intake form aims to specify your requirements which help us to serve you with a good networking and matchmaking program. Please provide as much details as possible when completing this questionnaire, and attach additional sheets if necessary. Upon receipt of your intake form, you will be contacted.   Please do return this intake form **within 3 working days after registration** to [wesley.smant@sanec.nl](mailto:wesley.smant@sanec.nl) |

# 1 Basics

|  |  |  |  |
| --- | --- | --- | --- |
| Name of company: |  | | |
| Address: |  | | |
| Name of participant |  | | |
| Position |  | | |
| Name of contact person |  | | |
| Phone: |  | | |
| Mobile: |  | | |
| E-mail: |  | | |
| Website: |  | | |
| Business definition: |  | | |
| Year of establishment: |  | Number of Employees: |  |

| Sector | | | |
| --- | --- | --- | --- |
|  | Agro |  | Other |
|  | Food |  |  |
|  | Technology Innovation |  |  |

| Products and services offered **(*please specify; kind of material, use, price indication; url of webpage or e-document can be added )***  Please provide - together with this intake form - any digital information you have available that could be used for matchmaking purposes, e.g. company brochure or product fact sheets (in English). |
| --- |
|  |

| Type of customers/end users *(if applicable, please mention existing customers/end users in Israel)* |
| --- |
|  |

| Export and import experience in general | |
| --- | --- |
| main markets/countries | main export and import products: |

| Financial status | |
| --- | --- |
| turnover: | of which exports/imports: |

| Competition | |
| --- | --- |
| Dutch competitors | Foreign competitors *(name and country)* |

| Unique selling pointsPlease describe in a few words which features make your company and products special. Why should a potential business partner want to buy from you (examples could include unique product features, design features, price, product approval, sustainability, etc) |
| --- |
|  |
| References (in the Netherlands? worldwide? in South Africa? Please list some of your largest customers or projects – your answer may serve as reference or sample while making appointments on your behalf) |
| List (see also enclosed presentation) |

## Market access

(Please list if you have any market access barriers)

List

# Program related topics

| Previous business experience with Israel |
| --- |
| □ No □ Contracts and MoU’s Please list if you expect to sign any contracts/MoU’s during the mission |

| Main reasons for joining this economic mission to Israel. What would make your participation to this mission successful? |
| --- |
|  |

| Matchmaking program wanted in Israel |
| --- |
| * Individual Program □yes/no |

| Type of commercial contacts wanted |
| --- |
| □ agent □ importer / distributor □ wholesaler □ end user  □ supplier □ manufacturer □ outsourcing □other; please describe |
| Name:  Company:  Address:  Mobile:  E-mail: |

| Profile of contacts wanted (commercial contacts or at public company or official institution) |
| --- |
| Please give a good description of the commercial contacts you are looking for: Please describe activities and field of operation of potential business partner, including special requirements regarding size, distribution network, etc.   * *Please see 2.5 ‘type of commercial contacts wanted’*  | Are there differences between cities concerning the questions 2.5 and 2.6? | | --- | | □ No □ Yes *(please mention)* | |

| Specific contacts in Israel |
| --- |
| Are there any specific companies you would like to meet during this economic mission?  □ No □ Yes *(please provide names and contact info)*   * Please see 2.5 ‘type of commercial contacts wanted’ |

| Contacts or companies in Israel NOT to be contacted for match making |
| --- |
| Do you have (existing) contacts in Nigeria and Ghana you don't want us to contact?  □ No □ Yes *(please mention all names)* |

| Representation/agent in Israel |
| --- |
| Do you have a representation in Israel (e.g. agent, trading house) that could assist in the match making search?  □ No □ Yes *(please mention)* |

| Remarks by the SANEC intaker |
| --- |
| ***Company Profile:***  ***Business in Israel:***  ***Objective mission:*** |