

Please note that all fields are mandatory and that the profile may only be entered in English.

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| **A. Front Page Overview** | | |  |
| Profile ID: | | | Door BCD autom. toegekend |
| Internal Reference: | | | Delphi-code ‘fysische locatie’ bij subvraag ‘BCD’ onder klant |
| Contact person: | | | Verantwoordelijke accountmanager Agentschap Ondernemen |
| Summary in English of the co-operation required: | | | The summary of the profile must contain the following elements:   * Country of the company * Sector of activity of the company * All types of co-operation offered or required   We recommend the following: **Belgian** company specialized in **XXX** is looking for **XXX** (for example: Belgian Company specialized in manufacture of games and toys is looking for a distributor) but you are free to use a different syntax. |
| Period of validity:  6 months  12 months | | |  |
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| **B. Company Profile Description of the company** | | |  |
| Year established: | | |  |
| Turnover in million Euro:  Up to 2  2 to 10  10 to 50  More than 50 | | |  |
| Number of employees:  1 to 9  10 to 49  50 to 249  250 or more | | |  |
| Activity Codes (NACE-Code): | | | Codes of 2008!  Several codes can be selected, only the last level of codes can be selected |
| Contact Languages:  English  Dutch  Spanish  French  German  Other: | | | All contact languages that can be used for communicating with your client company |
| Certification/Quality standard:  None  ISO9000 Ecoaudit  Other (please specify) | | | More than one selection is possible  If ‘Other’ is selected, the certification or quality standard must be specified |
| Company's current Products / Activities, particularly with regards to the co-operation request (main products, services, core activities): | | | Describe here the main products or core activities of your client company, especially those related to this co-operation profile. The field is limited to 1000 characters. |
| Already engaged in Trans-National Co-operation:  Yes  No | | | Indicate if your client company is already engaged in trans-national co-operation |
| Percentage of Trans-National Activity (defined as approximate of turnover):  0% to 9%  10% to 49%  50% or more | | | Indicate the percentage of trans-national activities compared to the total volume of activities of your client company, defined as approximate of turnover |
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| **C. Co-operation Proposal Description of the Co-operation sought** | | |  |
| Type of Co-operation:  *(please select at least one of the following)* | | |  |
| Trade Intermediary services (agent, representative, distributor) | Offered | Required | If offered, your client company wants to distribute the products and/or services of the partner; if requested, your client company is looking for a distributor for its products or services.  For reciprocal distribution, tick both **offered** and **requested**. |
| Franchise | Offered | Required | If offered, your client company is the owner of a franchise and is offering it to partners; if requested,your client company is looking for a franchise. |
| Transport/Logistics | Offered | Required | If offered, your client company wants to provide transport/logistics services to the partner; if requested, your client company is looking for transport/logistics services. |
| Joint Venture | Offered | Required | This type of co-operation is bilateral; if selected, both offered and requested will be selected. |
| Merger or exchange of shares | Offered | Required | This type of co-operation is bilateral; if selected, both offered and requested will be selected. |
| Sale / Acquisition of a complete company or a part of it | We sell | We buy | You have the choice between **We sell** and **We buy**. |
| ReciprocalProduction | Offered | Required | This means that both partners will produce something for the other. This type of cooperation is bilateral; if selected, both offered and requested will be selected. |
| Subcontracting / outsourcing activities | Offered | Required | If offered, your client company wants to be the subcontractor of its partner; if requested, your client company wants to be the main contractor and is looking for a subcontractor. When selecting this type of cooperation, please describe it in details in the full description of the profile. |
| Target countries: | | | We recommend limiting the target as much as possible as your client company should have a good knowledge of the targeted market. The maximum number of countries that may be selected is the 27 EU countries and/or 10 non-EU countries. |
| Full description: (Specification of co-operation requested/offered) | | | The full description is now the main field of the profile. Reading only this field, it must be possible to clearly understand what the profile is about. It must thus contain at least all elements of the summary (country, sector of activity and all types of co-operation) but must be much more detailed. In particular, all types of co-operation must be clearly explained. You should ask yourself ‘if I only read the full description, do I understand fairly well what the profile is about?’. If the answer is ‘yes’, your full description is probably OK. If the answer is ‘no’, you have to detail your full description a little bit more. The field is limited to 3000 characters. |
| Description of the main advantage the company could offer to a potential partner: | | | Describe here the advantage(s) offered by your client company and why it should be selected by the potential partners. |
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| **D. Description of the required characteristics of the potential partner** | | |  |
| Type of partner:  Company  Other(Please specify:      ) | | | If ‘other’ is selected, it must be specified (for example: university, …)  Multiple selections are possible. |
| Field of Activities of the potential partner:  Manufacturing  Services  Trade (Buying/Selling) | | | Multiple selections are possible. |
| Number of Employees of the potential partner:  1 to 9  10 to 49  50 to 249  250 or more | | | If your client company doesn’t care of the number of employees of the partner, select all options. |
| Trans-National Co-operation Experience of the potential partner:  No Preference  Preferred  Required | | | ‘Required’ meaning that your client company will only consider partners already having some trans-national co-operation experience. |
| Expected Input / Characteristics of the Partner (Description of what is being expected from the potential co-operation partner): | | | Describe here the input and/or characteristics that your client company expects from its partner. |

* you can upload up to 5 files for each profile, files cannot be more than 3MB per file
* files can be of type : .txt, .doc, .pdf, .rtf, .vsd, .xls, .ppt and .zip