

Company Export Profile

Company contact details:	
Company name:	
Website:	
Contact person:	
Position:	
Phone:	
Fax:	
E-mail:	
Skype/ICQ:	
Company Profile:	
Number of employees:	
Year of incorporation:	
Services <i>(Please insert a short description of your service portfolio in the field below)</i>	
Vertical markets: <i>(e.g. financial services.)</i>	Horizontal markets: <i>(e.g. ERP, CRM, BI)</i>

Products

(Please insert a short description of your products in the field below)

Vertical markets: <i>(e.g. financial services.)</i>	Horizontal markets: <i>(e.g. ERP, CRM, BI)</i>
Main Markets (existing):	☐ Lebanon ☐ Med/Gulf ☐ Europe ☐ USA ☐ Others Which countries in Europe:
Distribution & Marketing Channels:	

Clients/References:	
Technology Profile	
Operating Systems & Platforms: (e.g. Windows, Linux, UNIX, etc.)	
Technologies: (e.g. J2EE, J2ME, JDBC, DAO, ADO, ADO.NET, Web Services/SOAP,.NET, etc.)	
Programming Languages: (e.g. Java, C++, C#, Python, Perl Visual Basic, VBScript, HTML, XML)	
Database: (e.g. Oracle Informix, SyBase, MySQL, Microsoft Access)	
Development Tools: (e.g. MS Visual Studio .NET, Borland, Eclipse, Oracle JDeveloper, Rational Rose Enterprise Suite, etc.)	
Export/Outsourcing Profile (Europe)	

Target countries (Europe): <i>(target countries/markets you would like to address)</i>	☐ France ☐ Germany ☐ United Kingdom (UK) ☐ Italy ☐ Spain ☐ Greece ☐ Scandinavian countries ☐ Others
Target group (clients):	
Products & services you would like to export <i>(based on your above mentioned portfolio, which services/products would you like to market in Europe)</i>	
Where do you see your competitive advantages/Unique Selling Proposition: <i>(Why should a European company outsource to you / buy your products/services?)</i>	
What are the major problems/obstacles when exporting to Europe?	☐ Market information ☐ Finding the right business partner ☐ Branding & image of the Lebanese software industry ☐ Lack of interest/awareness among European companies ☐ Lack of technical skills (IT) ☐ Lack of export marketing know-how ☐ Language & culture ☐ Others Please indicate what other problems/obstacles you see:
Other points:	