

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>

<p>Products <i>(Please insert a short description of your products in the field below)</i></p>	
<p>Vertical markets: <i>(e.g. financial services.)</i></p>	<p>Horizontal markets: <i>(e.g. ERP, CRM, BI)</i></p>
<p>Main Markets (existing):</p>	<p> <input type="checkbox"/> Lebanon <input type="checkbox"/> Med/Gulf <input type="checkbox"/> Europe <input type="checkbox"/> USA <input type="checkbox"/> Others </p> <p>Which countries in Europe:</p>
<p>Distribution & Marketing Channels:</p>	

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)	

<p>Target countries (Europe): <i>(target countries/markets you would like to address)</i></p>	<ul style="list-style-type: none"> <input type="checkbox"/> France <input type="checkbox"/> Germany <input type="checkbox"/> United Kingdom (UK) <input type="checkbox"/> Italy <input type="checkbox"/> Spain <input type="checkbox"/> Greece <input type="checkbox"/> Scandinavian countries <input type="checkbox"/> Others
<p>Target group (clients):</p>	
<p>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></p>	
<p>Where do you see your competitive advantages/Unique Selling Proposition: <i>(Why should a European company outsource to you / buy your products/services?)</i></p>	
<p>What are the major problems/obstacles when exporting to Europe?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Market information <input type="checkbox"/> Finding the right business partner <input type="checkbox"/> Branding & image of the Lebanese software industry <input type="checkbox"/> Lack of interest/awareness among European companies <input type="checkbox"/> Lack of technical skills (IT) <input type="checkbox"/> Lack of export marketing know-how <input type="checkbox"/> Language & culture <input type="checkbox"/> Others <p>Please indicate what other problems/obstacles you see:</p>
<p>Other points:</p>	