

Target, Prospect, Negotiate!

EMPORIKI TRADE / individual business trip

International development services for companies

EMPORIKI TRADE is a service powered by EXPORT ENTREPRISES

Within a context of economic competition and internationalization of exchanges, EMPORIKI and EXPORT ENTREPRISES SA have designed an highly operational service to help you find concrete answers to the question :

How to meet the best targets?

To negotiate with the best contacts in the country of your choice.

EXPORT ENTREPRISES prepares and organizes your PROSPECTING MISSION in the country (or countries) selected : your Project Manager based in Athens and working with a network of 150 correspondents in the world, validates your goal, identifies your targets, organizes appointments and assists you in following-up your relations with the most relevant partners.

With its international experience EMPORIKI puts the experience of its specialists at your service to accompany you in the markets you wish to develop

You wish to conduct an international development project with the full assistance EMPORIKI TRADE ; we will prepare your project and offer personalized support to achieve your goal.

HOW DOES IT WORK ?

1. You entrust EMPORIKI TRADE with a prospecting programme in a country or a group of countries,
2. EMPORIKI TRADE carries out the initial quantitative research,
3. An EMPORIKI TRADE Project Manager takes contact with you to refine the project and precisely define the target profiles and the schedule,
4. EMPORIKI TRADE validates the mission project (quantitatively and qualitatively) and submits the terms of this validation to you; the aim of this analysis is to VERIFY that the target country indeed holds the keys to success,
5. EMPORIKI TRADE starts preparing the mission: Identification and approach of targets, organization of contacts and preparation of the week of appointments. A PROJECT MANAGER based in France is your permanent contact,

6. You go on the prospecting trip with a correspondent from EMPORIKI TRADE,

7. On your return, you attend a debriefing session with EMPORIKI TRADE ; you can agree on a FOLLOW-UP programme of 3 to 6 months based on the prospects with the greatest potential.

Advantage: These prospecting programmes free you of all the work to identify, approach and make contact... enabling you to focus your attention on the NEGOTIATION with the help of an EMPORIKI TRADE correspondent who assists you throughout the whole process.

Rates for 2007 in € excl. VAT

	ORGANISATION OF THE MISSION*	FOLLOW-UP OF CONTACTS
	<ul style="list-style-type: none"> ■ Information research ■ Preparatory visit of the company ■ Project validation** ■ Identification of targets ■ Preparation of meetings ■ Accompaniment to the country during the mission 	<ul style="list-style-type: none"> ■ Technical and regulatory assistance ■ Monitoring and follow-up of the most interesting contacts
	Length: 8 to 10 weeks	Length: 3 to 6 months
EUROPE and assimilated	€6.600	between € 2 000 and € 3 000
AFRICA, NEAR AND MIDDLE EAST	€6.600	between € 2 000 and € 3 000
AMERICA, ASIA, OCEANIA (Japan and USA supp. €300)	€7.600	between € 2 000 and € 3 000

if the project is not validated, a fixed cancellation sum of € 800 applies

Payment terms: for MISSIONS: 30% on signature, the balance of the mission 2 weeks prior to departure; for the FOLLOW-UP: 50% on start and 50% at the end of the service.

EXPORT ENTREPRISES SA

Created in 1990, EXPORT ENTREPRISES SA is one of the leading private companies in the field of information and international assistance for companies.

Over the last 10 years, EXPORT ENTREPRISES has conducted more than 6 000 prospecting missions for European companies throughout the world, with a satisfaction rate of over 95%.

EXPORT ENTREPRISES SA has a team of 30 specialists in international trade based in Paris, a network of 150 correspondents in 70 countries, the best information tools and the most advanced international monitoring technologies.

For more information, please contact:

Your Customer Manager at EMPORIKI