



BILL OF SPECIFICATIONS

Francophone Initiative collective mission to Dresden

From the 10th to the 12th of June 2024

Your identity card

Company name:		Date of creation:	
Share capital:		Legal status:	

Company manager:		Telephone:	
		Email:	
Person representing the company during the mission (name and title):		Telephone:	
		Email:	

	2020	2021	2022	2023
Revenue figures	K€	K€	K€	
CA Export :	K€	K€	K€	
- France				
- Europe				
Work force				

- What is the activity of your company (if relevant, clearly specify the product/service which is the subject of the prospecting in France)?

Name of product/service	customs nomenclature (product)	Certification(s) product/service	Video : presentation of product/service

- What is your value proposition?



• Who are your main competitors on the French/European market?

• Who are your main clients?

In your country:

Abroad:

• What are your main distribution channels (direct sales, wholesalers, agents, distributors, etc.)?

In your country:

Abroad:

• Regarding R&D:

Do you have an R&D / engineering office?

Do you already have R&D partnership agreements?

Do you have patents?

Do you have license or technology agreements?

Are your products subject to specific norms and rules and regulations (please expand)?

Your Project in Germany

• Have you already initiated an approach on the market?

Yes

No

• Of what kind and with what results (success and/or difficulties)?



- What type of link/relationship are you looking for in the long run?

R & D and co-development: _____

Distributor or Sourcing partner : _____

License Transfer: _____

Other: _____

- What are your objectives for this mission to Dresden?

Profile of contacts you wish to meet:

- Sector(s) concerned, activity(ies), type of company sought & specific skills required (technical, marketing or engineering, etc...)

- Contacts to avoid:

- Contacts to reconnect with:

Additional clarifications and comments

Your points of contact at WTC Metz-Saarbrücken

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