**READY2NET CALL FOR APPLICANTS STEP 2**

**NETWORK FOR EXPORT PROPOSAL APPLICATION FORM**



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**1. Description of the network**

|  |  |  |  |
| --- | --- | --- | --- |
| **Leader** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 2** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 3** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 4** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 5** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 6** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 7** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Partner 8** | Name of Company |  | |
| Country |  | |
| Turnover 2018 (€) |  | |
| **Type of network** | Horizontal / Vertical |  | |
| **Sector** |  | | |
| **Proposed Team (add spaces if necessary)** | Person 1 | Name, Surname |  |
| E-mail |  |
| Telephone Number |  |
| Role in the project |  |
| Person 2 | Name, Surname |  |
| E-mail |  |
| Telephone Number |  |
| Role in the project |  |
| Person 3 | Name, Surname |  |
| E-mail |  |
| Telephone Number |  |
| Role in the project |  |
| Person 4 | Name, Surname |  |
| E-mail |  |
| Telephone Number |  |
| Role in the project |  |

**2. Objectives and purpose of the network**

|  |
| --- |
| Describe |

**3. Envisaged Activities**

|  |
| --- |
| Detail the planned activities |

**4. Target Markets (if any)**

|  |
| --- |
| List your target markets and explain the reasons why you have selected them. |

**5. Expected Results of the network**

*Expected Outcomes*

|  |  |
| --- | --- |
| KPI |  |
| Number of negotiations with potential commercial/technical partners/clients/ distributors/suppliers… to be reached by 1 February 2021 |  |
| Number of partnership agreements (contracts with clients/distributors/commercial partners/suppliers…) to be reached by 1 February 2021 |  |
| Total value of the increase of turnover generated by the network (€) |  |

*Explain the expected impact in terms of*

|  |  |
| --- | --- |
| * Export status of SMEs part of the network |  |
| * Managerial and technical capacities of the SMEs part of the network |  |
| * Increase in the market share |  |
| * Improve of the characteristics of the products/services |  |
| * Increase of agreements and partnerships |  |

**6. Budget**

Please consider that the network can indicate a budget above the max amount covered by the project € 25.000,00

|  |  |  |
| --- | --- | --- |
| Type of expenditures | Details | Expected budget in Euro (VAT included) |
| Professional and consultancy services |  |  |
| Cost for international events |  |  |
| Brand design and graphics |  |  |
| Promotional material / activities |  |  |
| Travel for training in Milano / travel for activities |  |  |
| Subscription to platforms and tools |  |  |
| Any other costs \*– to be confirmed with R2N partners after selection |  |  |
| TOTAL |  | (SUM) |
| Total Project contribution |  |  |
| Total Partners contribution (if any) |  |  |

\*only when justified by the Network individual needs and to be agreed with the Project Coordinator and Partners responsible for supervising given Network

**7. Questionnaire for the Training Needs Assessment**

* Which are the competences on internationalisation that you need to strengthen? (chose up to 4 topics)

Basic information on how to get internationalized

International strategy (how to select a market, how to define the market entry strategy, etc.)

International contracts and negotiation techniques

Supply chain management

Organisational models for internationalisation

International taxation

Business plan for internationalisation

International logistics and transportation, Incoterms,

Certifications and documents for export

Finance for internationalisation (payments, credit risks and insurance, guarantees, etc.)

Other: please specify: Click here to add text

* What is your target market? Click here to add text How did you identify your target market? Click here to add text
* If not, which kind of market is of your interest? Click here to add text
* Rate the following elements to identify the target markets from most relevant (5) to less relevant (1) for your Network

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **1**  **(less relevant)** | **2** | **3** | **4** | **5**  **(most relevant)** |
| GDP growth (fast growing market) |  |  |  |  |  |
| Solid market (es. BRICS) vs emerging market |  |  |  |  |  |
| Distance: close vs far market |  |  |  |  |  |
| Huge market in terms of target population as users/customers |  |  |  |  |  |
| Import value /internal demand of specific products |  |  |  |  |  |
| Production value of specific products |  |  |  |  |  |
| Specific consumer trends |  |  |  |  |  |
| Presence of commercial / legal barriers |  |  |  |  |  |