

INDIA TELECOM/IT 2007 MDEIE/QIBC TRADE MISSION
Mumbai and New Delhi / December 9th to December 15th
Company Profile and Questionnaire

Mission Name: India TELECOM/IT 2007 MDEIE/QIBC Trade Mission
Country to be visited: India (Mumbai and New Delhi)

NOTE:

A resource person from MDEIE/QIBC will contact you shortly to discuss the activities offered at the mission and to take note of projects requiring support of the leaders of the mission.

Company Profile:

COMPANY NAME: _____

ADDRESS: _____

City: _____ Postal Code: _____

PARTICIPANT/S:

Name: _____ Title: _____

Name: _____ Title: _____

PERSON TO CONTACT: _____

Telephone#: _____ eMail: _____

High-level Assessment – Participant Requirements:

What are your objectives for this mission?

- ** Search for potential partners / clients / distributors
- ** Establishment of an office or a subsidiary
- ** Market prospect
- ** Contacts with Indian government officials

Objectives:	Yes	No	Comments:
Sales	<input type="checkbox"/>	<input type="checkbox"/>	_____
Evaluation of the potential market	<input type="checkbox"/>	<input type="checkbox"/>	_____
Visibility your company	<input type="checkbox"/>	<input type="checkbox"/>	_____
Contact business among participants of the mission	<input type="checkbox"/>	<input type="checkbox"/>	_____
Sightings of buyers or customers abroad	<input type="checkbox"/>	<input type="checkbox"/>	_____
Finding financing or investors	<input type="checkbox"/>	<input type="checkbox"/>	_____
Renewal Project	<input type="checkbox"/>	<input type="checkbox"/>	_____
Signature of partnership agreements	<input type="checkbox"/>	<input type="checkbox"/>	_____
Implantation of an office or a subsidiary abroad	<input type="checkbox"/>	<input type="checkbox"/>	_____
Finding agents and distributors to add value	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other	<input type="checkbox"/>	<input type="checkbox"/>	_____

Company Sector:
Key Products and Services:
Operating Regions (Domestic and International):
Please send the completed and signed form by fax to:
Attention: INDIA TELECOM/IT 2007 MDEIE/QIBC TRADE MISSION / FAX: (514) 221-3505
Authorized Signature: _____ Date: _____

For additional Information, please call: Jocelyn Néron, Advisor in International Affairs, MDEIE / tel: 514-499-2199, ext. 3345 fax: 514-873-1540 or Ida Crasto, Director, Quebec-India Business Council, QIBC / tel: 514-285-9070 fax: 514-221-3505.

Note:

The next Section of this form need only be completed by companies seeking "personalized meetings" and/or "one-on-one sessions" during the trade mission.

Please complete this section, if you need “personalized meetings” and/or “one-on-one” sessions arranged for you during the trade mission.

Name of Company:

Number of Years in Operation :

Number of Employees :

<input type="checkbox"/> 1 to 9	<input type="checkbox"/> 10 to 24	<input type="checkbox"/> 25 to 49
<input type="checkbox"/> 50 to 99	<input type="checkbox"/> 100 to 199	<input type="checkbox"/> 200 to 499
<input type="checkbox"/> 500 and +		

2006 Sales Figures (approximate in U.S. dollars :

<input type="checkbox"/> < 500 000 USD	<input type="checkbox"/> 500 000 to 1M USD	<input type="checkbox"/> 1 M to 5 M USD
<input type="checkbox"/> 5 to 10 M USD	<input type="checkbox"/> 10 M to 50M USD	<input type="checkbox"/> 50 M to 100 M USD
<input type="checkbox"/> > 100 M USD		

Percentage of total revenues in 2006 from Exports:

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Areas of Expertise:

<input type="checkbox"/> Consultant	<input type="checkbox"/> Finance / Investment	<input type="checkbox"/> Other - specify: _____
<input type="checkbox"/> Distributor	<input type="checkbox"/> Import / Export	
<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Service Company	
	<input type="checkbox"/> Subcontractor	

Experience / Interest : INDIA.

Marketing Strategy in India:

<input type="checkbox"/> Direct Sales	<input type="checkbox"/> Licensing	<input type="checkbox"/> Other - specify : _____
<input type="checkbox"/> Distributor	<input type="checkbox"/> Strategic Alliances	
<input type="checkbox"/> Agent Manufacturer	<input type="checkbox"/> WOFE	
<input type="checkbox"/> Franchise	<input type="checkbox"/> Equity Participation or Company Acquisition	

Assets in India:

Yes No

Knowledge of the Indian Market:

Priority Given to the Indian Market:

General Objectives in India:

Specific Objectives for the Mission:

Search for Partners

IMPORTANT:

Provide specific and pertinent information; the effectiveness of the “personalized meetings” and “one-on-one” session arrangements will depend on this information.

Identify the preferred dates for the personalized meetings and/or one-on-one sessions:

Mumbai / Date: _____ New Delhi / Date: _____

Objectives:

- Export
- Supply/Provisioning
- Implantation / Investment
- Other – specify : _____

Partner Search Profile:

- Consultant
- Distributor
- Exporter
- Manufacturer
- Investor
- Importer
- Service Corporation
- Subcontractor
- Other - specify: _____

Alliances Sought:

- Commercial Alliance
- Financial Alliance
- Technology Alliance
- Subcontracting
- Project Requiring the Intervention of the Ministry
- Joint Venture
- Other - specify: _____

Other Comments or Input, if any:

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