***PARTICIPATION FORM***

**PUBLIC PROCUREMENT TRADE MISSION TO SERBIA**

**10-12th MAY 2023**

***Project GOOSE***– “*Generating international public procurement Opportunities for the European SMEs” is an EU-funded project aiming at improving the access of SMEs access to public procurements in non-EU countries with which the European Union has signed a bilateral or multilateral agreement covering public procurement.*

**For more info, please visit:** [**https://projectgoose.eu/**](https://projectgoose.eu/)

**PLANNED ACTIVITIES FOR THE TRADE MISSION:**

GOOSE’S UPCOMING MISSION TO SERBIA WILL CONSIST OF:

* EARLY APRIL: Group webinar on *Does and Don’ts to Doing business in Serbia*
* WED, 10th MAY: Arrival of the participants; working briefing in the hotel with Serbian experts
* THU-FRI 12th MAY: Presentations by the International Institutions, Public and Private companies; B2B meetings
* MID JUN: Group webinar on follow-up and next steps

**Please fill in the information below. Avoid long descriptions. It may require contribution from your company’s seniors.**

* **What do you expect from the business mission?**

Indicate if you aim at: exploring the market; already stablishing partnerships with local firms; start bidding on your own.

* **Indicate which activity you prefer during the mission?**

**DETAILS OF THE COMPANY**

**Description of your company**

* **Contact details**
* **Company name in business registry** - Indicate if there is a parent group.

Place and country of HQ; indicate if you have international branches/offices

* **Company size**

**DETAILS ON PRODUCTS/SERVICES**

**Description of your product/services/activity**

* **Products and/or Services** (brief description, highlighting those with the most potential internationally)
* **List some projects that help illustrating your activity** (name, year, and approximate value)

**Customers and segments – Most usual market, regional/local, national and/or international**

* **Where do you mostly sell/distribute your products/services:** Region, Country
* **Commercialization channels you usually use** (final customer, agents, distributors, own network, online, public tenders)

**Competition and Competitive advantage**

* **Type of competition, threats, in both the local/national and international spheres**
* **Competitive advantage:** Low price, product differentiation, high quality, innovative product/services, etc
* **Public Procurement Experience:** Domestic / EU / Global – brief overview

**DETAILS ON INTERNATIONAL ACTIVITY**

* **Indicate the year you started your international activity**
* **Countries/Markets you aim at targeting the coming years?**

Country/Market 1st. Indicate briefly why?

Country/Market 2nd. Indicate briefly why?

Country/Market 3rd. Indicate briefly why?

**THANK YOU!**