**BUSINESS REQUEST**

***TITLE***

**Summary:**

*(500 characters)*

*Add a summary of the request. It should be a short overview (max. 500 words) and aim to answer the following questions:*

*• Where (geographically) is the request from?*

*• What sort of organisation is doing the requesting?*

*• What is being requested (put the emphasis on the “what”, not the “how”)?*

*• What are the main advantages for the user?*

*• Who are the targeted partners?*

*• What sort of deal is sought?*

*The summary is usually the first – and sometimes only – thing potential partners will see.*

*The title and summary should therefore be as good as possible and reflect the technology offered or requested as well as possible.*

**Advantages and Innovations:**

*(2000 characters)*

*In this field describe clearly the innovative aspects, economic advantages/benefits of the profile.*

*• Consider elements such as performance, ease of use, need of specific know-how, or expertise to adopt your technology.*

*• Avoid generalities such as “best” or “unique”, but try to specify innovation by comparison with prevailing technologies.*

*• Whenever possible, quantify the innovative aspects or advantages of your technology/product, putting the emphasis on explaining the “what” and not the “how”.*

*When completing this field consider the main advantages the company could offer potential partners. i.e. well-known brand (although do not mention brand names), wide range of products, innovative products, company established for a very long time etc.*

*It may be useful to add a bullet list of other main advantages related to the product i.e. Potential innovative product aspects, novelty, performance, ease of use, economic benefits, comparison to competitive products already on the market. etc.*

**Stage of Development:**

*Select the appropriate stage of development of the technology/product. Choose one of the following stages:*

Already on the market

Available for demonstration

Concept stage

Field tested/evaluated

Project already started

Project in negotiations - urgent

Proposal under development

Prototype available for demonstration

Under development/lab tested

**Comments Regarding Stage of Development**

*Add any additional comments regarding the stage of development, if applicable. It may be useful to clarify in greater detail the exact stage of development and/or any factors that require consideration. The text should be clear and understandable and not contradict statements made elsewhere in the profile.*

*(2000 characters)*

**Profile origin**

*Specify where the profile originates from:*

CIP

Eurostars

FP4

FP5

FP6

FP7

National R&D programme

Other

Oher European R&D programme

Private (in-house) research

Regional R&D programme

**Profile expires X days after publication**

(*Specify the number of days for which your profile will remain published after validation by external reviewers. This can be any number between 1 and 365 and will be used by the system to calculate the profile expiration date.*

365 days

**Description:**

*(4000 characters)*

***This is the most important field of the profile.*** *In this field, describe the relevant results or characteristics of the request.*

*Whenever possible, provide background information or a short introductory text to the technology described (this can usually be found with an internet search).*

*• Describe the technology or product; try to indicate clearly the innovation you propose (provide quantitative data if possible and put the emphasis on explaining the “what” and not on the “how”).*

*• Elaborate on points covered in your summary. If possible back up descriptions with data to support any claims.*

*• Provide information about the expertise or know-how.*

*• Do not include a sales promotion of your technology or product.*

*• Do not include the advantages of the technology / product, it will come below.*

*• Do not write your description with a specific market in mind: concentrate on the business/technological aspects of the technology/product you are requesting.*

*• If you use abbreviations, please make sure that full names are given, as well as further explanation (if necessary).*

• Please make sure that your profile is understood by other Network Partners who may not be the experts in this particular technology field.

• Pay particular attention to spelling and grammar. No spelling mistakes should be present in the profile so be sure to use a spell checker

**Technical Specification or Expertise Sought:**

*(4000 characters)*

*The product and/or processes should be briefly described and the targeted prices and production output should be given.*

*• What are the products the company believes could be suitable?*

*• What are the products the company is sure are not suitable?*

*• Are there some specific requirements to take into consideration (temperature, pressure, size, etc)?*

*• Clearly specify any technical requirements of the products requested.*

**IPR status**

*Select the status of the Intellectual Property Rights (IPR). You can select one (or more) of the following statuses:*

Copyright,

Design Rights,

Exclusive Rights,

Granted patent or patent application essential,

Other (registered design, plant variety, etc.),

Patent(s) applied for but not yet granted,

Patents granted,

Secret Know-how

Trademarks.

**Comments Regarding IPR status**

*(2000 characters)*

*In this field, add any additional comments regarding the status of intellectual property rights (IPR), if applicable.*

**Presentation of the Company:**

*Indicate the type and size. Select one of the following which matches the current size of your organisation:*

Industry > 500. (Over 500 employees)

Industry > 500 MNE. (Multinational Enterprise with over 500 employees)

Industry 250 - 499. (Between 250 and 499 employees)

Industry SME <=10. (Small and Medium sized enterprise with 10 or less employees)

Industry SME 11-49. (Small and Medium sized enterprise with between 11 and 49 employees)

Industry SME 50-249 (Small and Medium sized enterprise with between 50 and 249 employees)

Inventor

R&D Institution (Research and Development)

University600 characters)

**Year Established:**

*Enter the year the company was established.*

**NACE Keywords:**

*Choose a maximum of five keywords applicable to the company’s activity.*

**Turnover (euro):**

*Indicate the approximate annual turnover of the company. Select one of the following which matches the turnover of the organisation:*

< 1M. (Under 1 million Euros annual turnover)

> 500M. (Over 500 million Euros annual turnover)

1-10M. (Annual turnover between 1 and 100 million Euros)

10-20M. (Annual turnover between 10 and 20 million Euros)

20-50M. (Annual turnover between 20 and 50 million Euros)

50-100M. (Annual turnover between 50 and 100 million Euros)

100-250M. (Annual turnover between 100 and 250 million Euros)

250-500M. (Annual turnover between 250 and 500 million Euros)

**Already Engaged in Trans-National Cooperation?**

*Check this box if the company is already engaged in Trans-National Cooperation(s)*

**Additional Comments:**

*(4000 characters)*

*Provide any additional comments regarding the experience in the field. Be sure not to repeat any information that you have included elsewhere in the profile while always making sure that the grammar and spelling is of a high standard.*

**Certification Standards:**

*Add any approved certificates or standards that the company possesses. All major global standards can be selected including major variants of: AS, BS, DIN, ECOCERT, ELOT, EMAS, EN, FSC, GOST, ISO, OHSAS, MGIP, SA, SO, SPWG, TCO, TS, TSE and VESA standards.*

**Languages Spoken:**

*Indicate the languages spoken. You can enter as many languages as required.*

**Type and Role of Partner Sought:**

*(4000 characters)*

***This is one of the most important fields when creating a profile.*** *Insert information regarding the type and role of Partner sought. Enter as much detailed information as possible as this allows prospective partners to be fully aware of your needs and expectations.*

*As a rule the following information should be addressed as a minimum:*

*• The type of Partner Sought (industry, academic, research organisation, business etc.)*

*• The tasks to be performed by the partner sought (you should state clearly what you expect from your partner).*

*• Remember multiple types of partners and partnerships can be considered but at least some of the tasks to be performed should be consistent with the type of partnership you are discussing in the Summary, Description and other sections of this profile. Everything should conform.*

**Type and Size of Partner Sought:**

*Indicate the type and size of partner being sought. Select one of the following which matches the current size of organisation:*

Industry > 500. (Over 500 employees)

Industry > 500 MNE. (Multinational Enterprise with over 500 employees)

Industry 250 - 499. (Between 250 and 499 employees)

Industry SME <=10. (Small and Medium sized enterprise with 10 or less employees)

Industry SME 11-49. (Small and Medium sized enterprise with between 11 and 49 employees)

Industry SME 50-249 (Small and Medium sized enterprise with between 50 and 249 employees)

Inventor

R&D Institution (Research and Development)

University

**Type of Partnership Considered:**

*Indicate the type of partnership agreement that your company is interested in. Select from one (or more) of the following list:*

Acquisition agreement

Commercial agency agreement

Commercial agency agreement with technical assistance

Distribution services agreement

Financial agreement

Franchise agency agreement

Joint venture agreement

License agreement

Manufacturing agreement

Outsourcing agreement

Reciprocal production

Research cooperation agreement

Services agreement

Subcontracting

Technical cooperation agreement