



1. Organisation information:	
Client SME name:	
Client SME country of establishm.:	
Client SME city of establishm.:	
Website	
Client SME's size (employment):	
Organisation description	

2. Additional information	
Contact person at client SME:	
First Name	
Last Name	
Job Position	
Contact person tel.:	

3. Organisation Type:				
Ingredient producers		Wholesalers of ingredients		Machinery and equipment providers
Food producers		Wholesalers of agricultural and raw materials		Digital solution providers
Food & beverage manufacturers		Wholesalers of food & beverages		Service advisors / consultants
Input providers		Retailers		Packaging providers
		Food Services		RDI providers

4. Opportunities							
Product/service/technology company is offering				Product/service/technology company is looking for			
Title:				Title:			
Description:				Description:			
Expected cooperation form:				Expected cooperation form:			
A. Export (exports and cooperation in distribution/marketing)	B. Sourcing (sourcing, imports and participation in international supply networks, also outsourcing)	C. Clustering (participation in complex international sectoral networks/clusters focused on group strategies and activities related to all forms of internationalisation)	D. Innovation (internationalising innovation by collaboration in R&D&I with foreign partners, selling/acquiring intellectual property abroad, sending/hiring R&D staff from abroad)	A. Export (exports and cooperation in distribution/marketing)	B. Sourcing (sourcing, imports and participation in international supply networks, also outsourcing)	C. Clustering (participation in complex international sectoral networks/clusters focused on group strategies and activities related to all forms of internationalisation)	D. Innovation (internationalising innovation by collaboration in R&D&I with foreign partners, selling/acquiring intellectual property abroad, sending/hiring R&D staff from abroad)

5. Preferred types of partner:				
Ingredient producers		Wholesalers of ingredients		Machinery and equipment providers
Food producers		Wholesalers of agricultural and raw materials		Digital solution providers
Food & beverage manufacturers		Wholesalers of food & beverages		Service advisors / consultants
Input providers		Retailers		Packaging providers
		Food Services		RDI providers
Specific requirements regarding the partner				
Specific tasks to be performed by the partner:				

6. Preferred types of activity:				
Participation in cluster exchange		Participation in the B2B matchmaking events		Participation in the hackathon