

Preliminary questionnaire / Internationalization & FourUp network

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Section 1 – GENERAL COMPANY INFORMATION

Company name:

Registered / operational address:

VAT / Tax ID:

Main contact person (name, role, contact details):

Company e-mail:

Phone number:

Website:

Year of foundation:

Number of employees:

Annual turnover (range):

< 1-5M € 5M-10M € 10-50M € > 50M €

Section 2 – BUSINESS ACTIVITY AND MARKET

Description of main product or service:

Strengths / unique selling points:

Certifications or standards (e.g. ISO, CE, etc.):

Main reference market:

Main clients or industry sectors served:

Existing partners / distributors:

Section 3 – INTERNATIONAL EXPERIENCE

Does the company already export? yes no

Countries where the company is already present:

Percentage of export turnover:

Current mode of presence abroad:

- distributors
- agents
- e-commerce
- local branch
- other

Challenges encountered in internationalization processes:

Section 4 – INTERNATIONALIZATION OBJECTIVES

Target geographic areas:

Main objectives:

- search for commercial partners
- market entry / branch opening
- market analysis
- participation in trade fairs or business missions
- development of international digital channels
- other

Expected timeline:

Target customers (B2B / B2C / Public sector / Other):

Section 5 – INVESTMENT CAPACITY

Estimated budget for internationalization activities:

- <10.000 €
- 10.000–50.000 €
- 50.000–100.000 €
- >100.000 €

Internal staff dedicated to international activities:

Willingness to co-finance promotional activities (trade fairs, marketing, etc.):

- yes
- no

Interest in projects funded by public grants or incentives:

- yes
- no

Section 6 – STRATEGIC ASPECTS

Medium- to long-term objectives (3–5 years):

Weaknesses to be improved in order to compete in foreign markets:

Interest in joining the **FourUp Network** as:

- client company
- partner company
- consultant or service provider

Section 7 – NOTES AND AUTHORIZATIONS

How did you hear about FourUp Srl?

Additional notes or specific requests:

Consent for personal data processing (GDPR 2016/679)

I hereby authorize FourUp Srl to process my personal data for the purpose of evaluating and managing internationalization requests.

Signature

Date