



Project Request Form – Australian/NZ Companies looking to do business overseas

Please complete this profile electronically and return it via email to info@foley.net.au, or by fax to +61 2 9229 8585. If any of the requested information is not available or not applicable, insert N/A. Feel free to contact us if you have any questions. Thank you.

Company Name		Website
Contact Name and Title		
Address		
Telephone	Fax	Email
Year Established	Number of Employees	International Sales (%)
What language capabilities do you have within your existing sales staff to respond to foreign business?		
<div style="display: flex; flex-wrap: wrap; justify-content: space-around;"> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Spanish</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> French</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Italian</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Russian</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Arabic</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Portuguese</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Japanese</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Chinese</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Korean</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Hebrew</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> German</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> None</div> <div style="width: 15%; text-align: center;"><input type="checkbox"/> Other (please specify) _____</div> </div>		
If doing an Agent/Distributor Search, is English required for Distributor candidates? <input type="checkbox"/> Yes <input type="checkbox"/> No		

Product Description: Please briefly describe your product or service. Include the unique features and market position of your products.

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In relation to your US and foreign competitors, how are your products priced?

<input type="checkbox"/> High end of the market
<input type="checkbox"/> Mid range of the market
<input type="checkbox"/> Lower end of the market
An average sale to our customers would be valued at about \$ _____

Please list your top 4 current export markets.

1.	3.
2.	4.

Which countries would you like to target? (Please rank)

1.	3.
2.	4.

Have you ever had sales or distribution in these markets?

Yes	No
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Who are the end users of your products/services?

1.	3.
2.	4.

Who are your major customers?

1.	3.
2.	4.

Who are your major competitors (domestic and/or foreign)?

1.	3.
2.	4.

How are you currently selling in Australia/New Zealand?

<input type="checkbox"/> Through Our Own Sales Force	<input type="checkbox"/> Through distributors
<input type="checkbox"/> Through Wholesalers	<input type="checkbox"/> Direct to End-Users
<input type="checkbox"/> Other, please describe:	

Market Entry Strategy

Describe the method(s) you plan to use to enter the market:		
<input type="checkbox"/> Representative	<input type="checkbox"/> License	<input type="checkbox"/> Wholesaler
<input type="checkbox"/> Distributor	<input type="checkbox"/> Agent	<input type="checkbox"/> Retailer
<input type="checkbox"/> Joint Venture Partner	<input type="checkbox"/> Direct Sales	
<input type="checkbox"/> Other, please describe _____		
Please list any specific or special requirements prospective representatives must meet with respect to physical facilities, technical capabilities, financial strength, staff representation, complementary product lines, or other factors:		

Please list any specific firms that should not be contacted such as firms with whom you have existing contracts, firms who may represent your competitors, former agents/distributors, etc.

Please list companies, organizations, or people you already know you would like to be contacted in the market.

What are your expectations for this market? (Please describe your short- and mid-term expectations).

State any additional information you think may be helpful in our search.

Please list any additional questions you may have about this market.