



# COMMERCIAL PROPOSAL

19-024

**-FOOD PRODUCTS QUALITY  
CLUSTER-**

TRADE MISSION FOR  
CLUSTER MEMBERS

[FORISCONSULTA.COM](http://FORISCONSULTA.COM)



# PROCESS OF EXPORT PARTNERS SEARCH IN SCANDINAVIA, CENTRAL EUROPE AND OTHER COUNTRIES

1

Client  
analysis

- **Analysis of participating parties**, their capabilities, targeted customers and markets

- **Filtering targets** which later on are approved by each participant for communication

2

Filtering  
companies

TYPES OF TARGETED COMPANIES:

Distributors, retailers, manufacturers etc.

3

Communi-  
cation

- Finding key **decision makers**
- Representing to them participating companies' capabilities, experience and willingness to find partnership possibilities
- Persuade and attract them to consider partnership possibilities

- Arranging **meetings with potential partners**
- Representatives of each company are going to business meetings

4

Meetings

# IMPORTANT NOTES

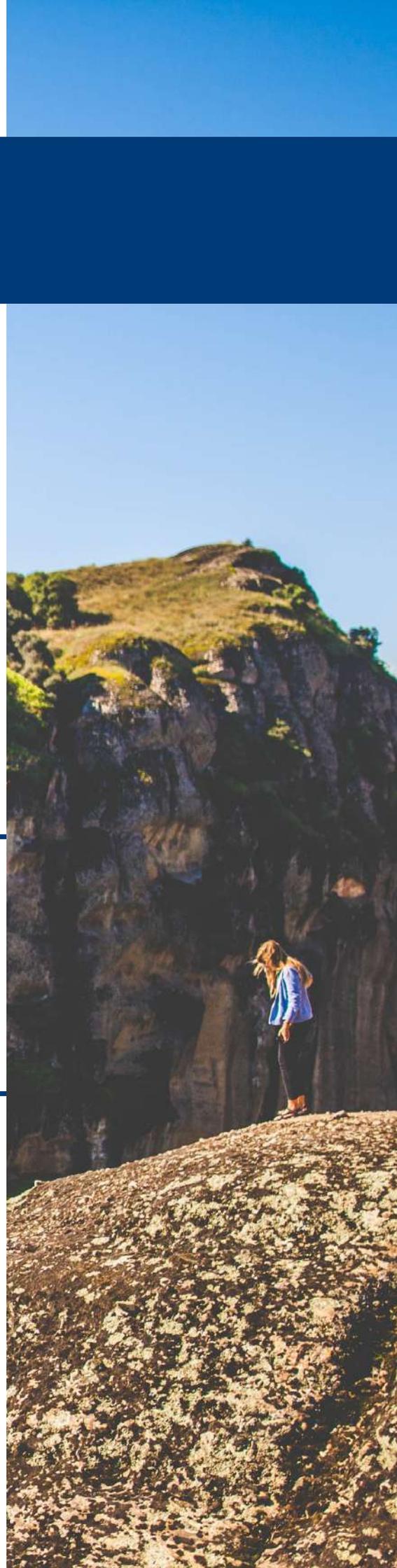
## INCLUDED in the offer:

- Extraordinary efforts in finding **5+ potential partners** for each participant.
- **3+ team members** working on the project
- Detailed individual **final reports** including every communication made with all the companies as well as contact details of each person contacted
- Final report will also include **basic market research** out of the communication and additional data

## NOT included in the offer:

- Flight **tickets, hotels, car rentals** etc.
- **Closing** any **deals** is responsibility of the Client

## Already DELIVERED to our clients:



# TERMS OF THE PROJECT

## Schedule of the project

Week / task	1. Analysis	2. Filtering targets	3. Approving targets	4. Communication	5. Arranging meetings	6. Reports	7. Meetings
1	White	White	White	White	White	White	White
2	White	White	White	White	White	White	White
3	White	White	Yellow	White	White	White	White
4	White	White	White	White	White	White	White
5	White	White	White	White	White	White	White
6	White	White	Yellow	White	White	White	White
7	White	White	White	White	White	White	White
8	White	White	White	White	White	White	White
9	White	White	White	White	White	White	White
x	White	White	White	White	White	White	Yellow

Legend:  
White: Tasks of Foris Consulta  
Yellow: Tasks of participants

## Pricing

Fixed amount of 3 000 EUR (+VAT). Advance payment is 25%, the rest amount of 75% is paid after the meetings.

\*Please note that the mission will be organised for at least 4 companies from the cluster.



# WHAT TRADE MISSIONS' PARTICIPANTS SAY

Companies we had meetings with were **exactly what we are looking for** in our new partners and the **mission itself was very well organized**. Potential clients also seemed very interested because immediately after the meetings **we got potential orders**. All in all, the trip gave a lot of experience and from now on everything counts on us.

Vitalijus Zudenkovas  
Project manager of Termopaldas

A business mission **creates a comprehensive benefit** for companies because it takes a small financial investment and helps to make **valuable connections**. Foris Consulta provided **maximum number of meetings** with foreign companies. Foris Consulta understood the needs of participants and met them well. **We are happy to work with professionals** who fully took care of potential client research and organization of individual meetings with them.

Juozas Kniukšta  
CEO of Alantas



# WHAT FOREIGN COMPANIES SAY

Thank you for arranging the meetings. The companies we met were very interesting. We have sent out projects to all of them for pricing. If the price is right I'm sure **we will place project with more than one of them this year.**

Managing Director of Spesialinnredning AS  
Halvor Roede

The meetings went fine. **I will plan a visit to one of the companies** to see if we can do some business together in the future.

Purchasing Manager of Slettvoll Møbler  
Jan Aurvåg

The meetings went great. **We found some interesting potential partners to cooperate.** Its just a case of time. Thank you for your help in organization of the meetings.

Interior Architect of Krohnark  
Paulina Chustecka

**DARIUS MOCKEVIČIUS**  
PARTNER



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