

A PARTNERSHIP PROPOSAL FOR BRITISH BUSINESS



Since the addition of the Chamber strengthening program, the Trade Team of the British Chamber of Commerce in the Slovak Republic sponsored by DIT provides British SME business with all the tools and support they need to successfully develop business in Slovakia. Our highly skilled and experienced staff are here to provide your company with valuable and insightful information.

This tailor-made Partnership Proposal consists of various stages:

STAGE 1: INITIAL MARKET RESEARCH:

The initial stage of the project aims to provide you with a comprehensive survey (a long list) of potential Slovak partners that we believe meet your specific requirements / interest. We give you the following:

- A complete overview of the Slovak economy
- Specific information on your specialist business sector
- Detailed information on potential partners, distributors, and / or suppliers

Based on this Initial Market Research, you may feel that you should / could contact these companies yourself.

HOWEVER, YOU MAY FIND THE FOLLOWING:

- Unfriendly entry level staff that may have difficulty understanding English
- Generally a language barrier, which can lead to misunderstandings
- Difficult levels of negotiation and customer discussion

With our Slovak speaking team, all of the above is avoided.



STAGE 2: VALIDATION AND MAPPING OF INTEREST:

THIS PROCESS INCLUDES:

- Direct mailing & contacting potential partners
- Verifying their relevance to your request
- Mapping the companies' interest
- Online marketing

HOW WE DO IT:

- With your input, we cherry pick the best companies from Stage 1
- We research to find the contact, identify, and verify their interest
- Then we consider the appropriate appointments for 1-2-1 meetings

STAGE 3: BUSINESS MIXER AND 1-2-1 MEETINGS

THIS PROCESS INCLUDES:

- Pre-visit report and a programme of appointments
- To arrange the venue, suggestion of local hotels
- Interpreting service
- Arranging and assisting in 1-2-1 meetings throughout the visit
- Arranging a Business Mixer style event

GOAL: To find you the partner to work with here in Slovakia



TESTIMONIALS:

"The response I got was very fast and also correct . We will be following up on a lot of the companies that were listed in the report."

Monkey Survey BCCSR Trade Department feedback



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Winner of the COBCOE
Chamber of the Year 2016 Award
Chamber of the Year 2015 Award

Best Small Chamber Award 2014