

Business Partnering Information Form

Return by Friday 23rd December for consideration

To: lee.thornton@international.gc.ca

1. Organisation Details and Contact Details for Your Office	
Organisation Name	
Participant Name	
Participant Title	
Contact Address	
Province	
Postal Code	
E-mail	
Telephone (desk)	
Telephone (cell)	

2. Product & Service Offer Details	
Describe your product / service. 50 words max.	
What is your product / service used for? 50 words max.	
Who are your target customers? 50 words max.	

3. Objectives		
Who would you most like to meet? Rank the following from 1 to 5, where 1 is the most important.	Meeting With:	Rank:
	A potential distributor / agent	
	A systems integrator	
	An innovation / development partner	
	A new customer	
	A project partner	
	Other (Please specify):	
How would the organisations that you are most keen to meet describe themselves?		
Are there particular opportunities / projects / new markets etc that you wish to discuss?		

4. Additional Information	
Does your organisation have a UK or European presence (employee, agent, distributor...)?	
Will you be exhibiting at Oceanology?	
Are you involved in other organised matchmaking around Oceanology?	

Thank you for completing this form. We will respond to you by 6^h January 2012