



*Accelerating the **Business of Technology.***

NATI 2013 Company Application & Profile

1) Activity/Event Description

1. Name of activity/event

Navalshore 2013

2. Date(s) of activity/event

August 13 – 15, 2013

3. Location of activity/event

Rio de Janeiro, Brazil

2) Participant Information

4. Name of participant

5. Name of company/organization

6. Address

(a) Street address _____

(b) P.O. Box _____

(c) Province _____

(d) Postal Code _____

(e) Telephone _____

(f) Fax _____

(g) E-mail _____

(h) Website _____

7. Company/organization business number

8. Description of company/organization (include description of products/services)

9. Profile

- | | |
|---|---|
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Not-for-profit association |
| <input type="checkbox"/> Service provider | <input type="checkbox"/> Government |
| <input type="checkbox"/> Education | |
| <input type="checkbox"/> Finance | |
| <input type="checkbox"/> Health care | |
| <input type="checkbox"/> Communications | |
| <input type="checkbox"/> Transportation | |
| <input type="checkbox"/> Broker/distributor | |

10. Company/organization ownership (50% +)

- | | |
|---|--|
| <input type="checkbox"/> Aboriginal | <input type="checkbox"/> Youth (under 35 years of age) |
| <input type="checkbox"/> Woman | <input type="checkbox"/> Francophone |
| <input type="checkbox"/> Not Applicable | |

11. Sector/industry

- | | |
|---|---|
| <input type="checkbox"/> Aerospace and Defense | <input type="checkbox"/> Environmental Industries |
| <input type="checkbox"/> Building Products | <input type="checkbox"/> Food and Beverage |
| <input type="checkbox"/> Consumer Products | <input type="checkbox"/> Information and Communication Technologies |
| <input type="checkbox"/> Cultural Industries | <input type="checkbox"/> Life Sciences and Biotech |
| <input type="checkbox"/> Education and Training | <input type="checkbox"/> Oceans Technologies |
| <input type="checkbox"/> Energy | <input type="checkbox"/> Transportation (Atlantic Gateway) |

12. Sales profile

(a) Not applicable (for not for profit organization or government)

(b) I am presently not exporting outside of Canada

(i) **Total sales** revenues last year were

- | | |
|--|--|
| <input type="checkbox"/> under \$10,000 | <input type="checkbox"/> \$200,000-\$499,999 |
| <input type="checkbox"/> \$10,000-\$49,999 | <input type="checkbox"/> \$500,000-\$999,999 |
| <input type="checkbox"/> \$50,000-\$99,999 | <input type="checkbox"/> \$1,000,000-\$1,999,999 |
| <input type="checkbox"/> \$100,000-\$199,999 | <input type="checkbox"/> \$2,000,000 or more |

(ii) Top three **markets within** Canada in terms of revenue generated are:

- | <u>1st</u> | <u>2nd</u> | <u>3rd</u> |
|--|--|--|
| <input type="checkbox"/> Alberta | <input type="checkbox"/> Alberta | <input type="checkbox"/> Alberta |
| <input type="checkbox"/> British Columbia | <input type="checkbox"/> British Columbia | <input type="checkbox"/> British Columbia |
| <input type="checkbox"/> Manitoba | <input type="checkbox"/> Manitoba | <input type="checkbox"/> Manitoba |
| <input type="checkbox"/> New Brunswick | <input type="checkbox"/> New Brunswick | <input type="checkbox"/> New Brunswick |
| <input type="checkbox"/> Newfoundland & Labrador | <input type="checkbox"/> Newfoundland & Labrador | <input type="checkbox"/> Newfoundland & Labrador |
| <input type="checkbox"/> Northwest Territories | <input type="checkbox"/> Northwest Territories | <input type="checkbox"/> Northwest Territories |
| <input type="checkbox"/> Nova Scotia | <input type="checkbox"/> Nova Scotia | <input type="checkbox"/> Nova Scotia |
| <input type="checkbox"/> Nunavut | <input type="checkbox"/> Nunavut | <input type="checkbox"/> Nunavut |
| <input type="checkbox"/> Ontario | <input type="checkbox"/> Ontario | <input type="checkbox"/> Ontario |
| <input type="checkbox"/> Prince Edward Island | <input type="checkbox"/> Prince Edward Island | <input type="checkbox"/> Prince Edward Island |
| <input type="checkbox"/> Quebec | <input type="checkbox"/> Quebec | <input type="checkbox"/> Quebec |
| <input type="checkbox"/> Saskatchewan | <input type="checkbox"/> Saskatchewan | <input type="checkbox"/> Saskatchewan |
| <input type="checkbox"/> Yukon | <input type="checkbox"/> Yukon | <input type="checkbox"/> Yukon |

(c) I presently export outside of Canada

(i) **Total sales** revenues last year were

- | | |
|--|--|
| <input type="checkbox"/> under \$10,000 | <input type="checkbox"/> \$200,000-\$499,999 |
| <input type="checkbox"/> \$10,000-\$49,999 | <input type="checkbox"/> \$500,000-999,999 |
| <input type="checkbox"/> \$50,000-\$99,999 | <input type="checkbox"/> \$1,000,000-\$1,999,999 |
| <input type="checkbox"/> \$100,000-\$199,999 | <input type="checkbox"/> \$2,000,000 or more |

(ii) **Total export sales** revenues last year were

- | | |
|--|--|
| <input type="checkbox"/> under \$10,000 | <input type="checkbox"/> \$200,000-\$499,999 |
| <input type="checkbox"/> \$10,000-\$49,999 | <input type="checkbox"/> \$500,000-999,999 |
| <input type="checkbox"/> \$50,000-\$99,999 | <input type="checkbox"/> \$1,000,000-\$1,999,999 |
| <input type="checkbox"/> \$100,000-\$199,999 | <input type="checkbox"/> \$2,000,000 or more |

(iii) Top three **export markets outside** of Canada are:

- | <u>1st</u> | <u>2nd</u> | <u>3rd</u> |
|---|---|---|
| <input type="checkbox"/> Americas(excluding Brazil, Mexico, US) | <input type="checkbox"/> Americas(excluding Brazil, Mexico, US) | <input type="checkbox"/> Americas(excluding Brazil, Mexico, US) |
| <input type="checkbox"/> Brazil | <input type="checkbox"/> Brazil | <input type="checkbox"/> Brazil |
| <input type="checkbox"/> Caribbean | <input type="checkbox"/> Caribbean | <input type="checkbox"/> Caribbean |
| <input type="checkbox"/> Chile | <input type="checkbox"/> Chile | <input type="checkbox"/> Chile |
| <input type="checkbox"/> China | <input type="checkbox"/> China | <input type="checkbox"/> China |
| <input type="checkbox"/> Europe - East | <input type="checkbox"/> Europe - East | <input type="checkbox"/> Europe - East |
| <input type="checkbox"/> Europe - West | <input type="checkbox"/> Europe - West | <input type="checkbox"/> Europe - West |
| <input type="checkbox"/> India | <input type="checkbox"/> India | <input type="checkbox"/> India |
| <input type="checkbox"/> Japan | <input type="checkbox"/> Japan | <input type="checkbox"/> Japan |
| <input type="checkbox"/> Mexico | <input type="checkbox"/> Mexico | <input type="checkbox"/> Mexico |
| <input type="checkbox"/> Nordic Countries | <input type="checkbox"/> Nordic Countries | <input type="checkbox"/> Nordic Countries |
| <input type="checkbox"/> US - All | <input type="checkbox"/> US - All | <input type="checkbox"/> US - All |
| <input type="checkbox"/> US - Midwest | <input type="checkbox"/> US - Midwest | <input type="checkbox"/> US - Midwest |
| <input type="checkbox"/> US - Northeast | <input type="checkbox"/> US - Northeast | <input type="checkbox"/> US - Northeast |
| <input type="checkbox"/> US - Northwest | <input type="checkbox"/> US - Northwest | <input type="checkbox"/> US - Northwest |
| <input type="checkbox"/> US - South Central | <input type="checkbox"/> US - South Central | <input type="checkbox"/> US - South Central |
| <input type="checkbox"/> US - Southeast | <input type="checkbox"/> US - Southeast | <input type="checkbox"/> US - Southeast |
| <input type="checkbox"/> US - Southwest | <input type="checkbox"/> US - Southwest | <input type="checkbox"/> US - Southwest |

13. My objective in participating in this activity/event is to (select the top three)

- (a) gather information on a new market
- (b) maintain a presence in the market
- (c) gather intelligence on competition
- (d) meet existing clients/distributors/agents/partners
- (e) introduce a product/service to the market
- (f) find an agent, distributor and/or partner
- (g) identify potential alliances
- (h) identify sales leads
- (i) seek investment opportunities/financing
- (j) secure on-site sales

14. We would like the following level of participation:

- Conference Only - \$750.00
- Conference & Matchmaker Services for Navalshore - \$1,000.00
- Conference, Matchmaker for Navalshore, and Aftercare Services - \$ 1,250.00