

BUSINESS NETWORKING APPLICATION FORM (deadline for application 15 September 2008)

Organization/Company Name:		
Name and Title of representative:		
Street – P.O. Box:		
City and Country:		E-mail:
Tel:	Fax:	Web Page:
Number of Members/Employees:	Nb Female: Male :	Year established:
Foreign ownership:	Nb of non African staff:	Nb of African Staff:
Capital: (in US\$ thousand)		
Turnover: (in US\$ thousand)	<input type="checkbox"/> 0-50K <input type="checkbox"/> 51-100K <input type="checkbox"/> 101-300K <input type="checkbox"/> 300K and above	

INFORMATION ABOUT YOUR COMPANY / ORGANIZATION

Please describe the activity and the main area of expertise of your company:

The services offered by your company are relevant for the following kinds of enterprises:

How do you generate new business? What is your business model? (i.e.: prime contractor, subcontractor):

Do you have an export department within your company? NO YES, If yes:
 (i.e.: what is the export budget, staff working in the department etc)

Which companies are you currently working for? (please indicate company name and country)

What are your current export markets? (domestic if servicing foreign companies, regional and international)

SERVICE SECTORS

Kindly indicate by ticking the appropriate box:

DESCRIPTION OF SECTORS	A	B		
	MY ORGANIZATION / COMPANY PROVIDES THE FOLLOWING SERVICES	I WOULD LIKE TO MEET WITH ORGANIZATIONS OR COMPANIES PROVIDING THE FOLLOWING SERVICES IN ORDER TO:		
		<u>SELL</u> MY SERVICES	<u>BUY</u> THEIR SERVICES	<u>OTHER</u> OBJECTIVES

SOFTWARE DEVELOPMENT AND IMPLEMENTATION:

1	Data Processing and Database	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Business Intelligence and Data Warehousing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	Content Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	E-procurement and B2B Marketplaces	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5	Enterprise Security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6	Enterprise Application Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7	Supply Chain Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8	Web (Internet Content Preparation etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OTHER SOFTWARE RELATED-SERVICES:

9	Package Implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10	Software Maintenance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11	Web Hosting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

DESCRIPTION OF SECTORS		A	B		
		MY ORGANIZATION / COMPANY PROVIDES THE FOLLOWING SERVICES	I WOULD LIKE TO MEET WITH ORGANIZATIONS OR COMPANIES PROVIDING THE FOLLOWING SERVICES IN ORDER TO:		
			SELL MY SERVICES	BUY THEIR SERVICES	OTHER OBJECTIVES
BUSINESS PROCESS OUTSOURCING:		CUSTOMER INTERACTION SERVICES			
12	Sales support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13	Membership Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14	Claims	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15	Reservations for Airlines and Hotels	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16	Subscription Renewal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17	Customer Services Helpline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18	Handling Credit and Billing Problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19	Telemarketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20	Market Research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BUSINESS PROCESS OUTSOURCING:		BACK OFFICE OPERATIONS			
21	Data Entry and Handling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22	Data Processing and Database	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23	Medical Transcription	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24	Electronic Payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25	Financial Processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
26	Human Resource Processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
27	Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
28	Warehousing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
29	Logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
30	Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
31	Supply Chain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
32	Ticketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
33	Insurance Claims Adjudication	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
34	Mortgage Processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
KNOWLEDGE PROCESS OUTSOURCING:		MORE INDEPENDENT PROFESSIONAL SERVICES			
35	Human Resources (Hiring, Benefit Planning, Payroll)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
36	Finance & Accounting (Auditing, Bookkeeping, Taxation)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
37	Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
38	Product Design and Development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If you have ticked the box "other objectives", please specify why:					
<input type="checkbox"/>	I have a project idea and I am looking for a partner for joint implementation (please describe the project idea and the type of partner you are looking for):				
<input type="checkbox"/>	I need to partner with other service providers <u>to complement the range of services provided by my company:</u> (please describe which services you are looking for and the target markets: domestic, regional, international.):				
<input type="checkbox"/>	I need to partner with other service providers <u>to increase my supply capacity:</u> (please indicate for which services and what are your target markets: domestic, regional, international):				
<input type="checkbox"/>	I need a partner to provide <u>information on business opportunities for my company in other markets:</u> (please indicate which kind of information you need and in which markets you are interested):				
<input type="checkbox"/>	Other:				
Please indicate the name of companies you think should be invited to the event and if you wish to meet with them.					
COMPANY NAME	COUNTRY	Appointment	ACTIVITY		
1.		<input type="checkbox"/>			
2.		<input type="checkbox"/>			
3.		<input type="checkbox"/>			
4.		<input type="checkbox"/>			