



# 20+20+3

THE MODULE **20+20+3** ASSURES YOU AN EFFICIENT ENTRY IN THE MARKETS OF **ITALY, SLOVENIA, CROATIA, SERBIA AND MONTENEGRO**

With **three market actions** Fimago guides your company **towards concrete and visible business results**

1. TARGETED PROMOTION OF YOUR COMPANY  
ON THE MARKET OF INTEREST

20

2. VERIFICATION OF REAL INTEREST OF  
YOUR POTENTIAL BUSINESS PARTNERS  
FOR ECONOMIC COOPERATION WITH  
YOUR COMPANY

20

3. CONCRETE INQUIRIES FROM YOUR POTENTIAL  
CLIENTS AND ESTIMATION OF YOUR  
PRICE COMPETITIVENESS

3

ORGANIZATION AND ASSISTANCE DURING BUSINESS  
MEETINGS WITH YOUR BUSINESS PARTNERS

+

# 1 TARGETED PROMOTION OF YOUR COMPANY ON THE MARKET OF INTEREST

## RESULTS

Your company will be promoted with **direct promotion actions** by people with decision making power – at least 20 potential business partners.

- ✓ Identification and accurate selection of business partners who correspond to the requested partner profile
- ✓ Direct presentation of your company, products/services and the proposed type of collaboration
- ✓ Sending of a presentation letter in local language and forwarding of the promotional material
- ✓ You will receive a complete data base of at least 20 potential business partners, 20 company profiles with all relevant information

## RESULTS

You will receive a **concrete estimation of your offer suitability** for the target market – at least 20.

- ✓ Through direct contacts with the responsible managers, the consultant receives concrete opinions about the suitability of your offer for the target market
- ✓ On the basis of received opinions, the consultant elaborates a **“Rapport of real interest of the potential business partners for economic cooperation with your company”**

# 3

## CONCRETE INQUIRIES FROM YOUR POTENTIAL CLIENTS AND ESTIMATION OF YOUR PRICE COMPETITIVENESS

### RESULTS

You will receive **at least 3 concrete inquiries**

Your inquiries will be submitted to the attention of responsible managers

You will receive an estimation of economic competitiveness of your offer

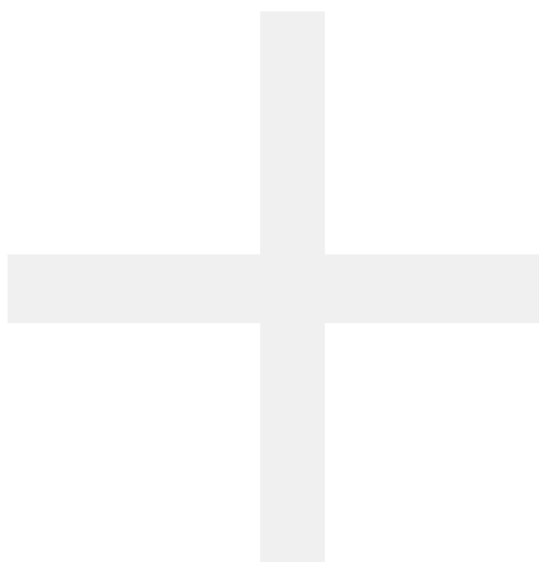




## RESULTS

First business meetings with the selected commercial partners on the market of interest.

- ✓ Organisation of business meetings with the potential partners
- ✓ Practical and language assistance during business meetings in Italy, Slovenia, Croatia, Serbia and Montenegro and Italy
- ✓ Assistance in commercial negotiations and support in the preparation of contractual proposals





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Fimago works close to your company, evaluating your special needs and trade potential. We are able to give you concrete support and provide "tailor-made" solutions for specific problems you face when entering the target foreign market. Fimago guides your company **towards concrete and visible business results.**