

歐洲經貿網 商機刊登 內容撰寫說明

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能獲歐盟審核通過，成功刊登至歐洲經貿網 EEN平台的商機，必須在這 11個項目達成標準。

順利刊登後，歐盟 27國的企業人士都看得到貴公司的商機，創造 **被動式詢價**來源。

商機名稱 Title

合格撰寫範例

1. 表示公司來源國 **Company located in Belgium**, 描述產品或服務應用 has developed **products for post-tattoo recovery** as well as products to keep the colors and lines of the tattoo intact over the years searching for **distributors in German Dutch and French markets.** 表明目標市場與合作夥伴

2. 表示公司來源國 **Portuguese company** offers its 描述產品或服務應用 **production capacities in the area of industrial ventilation equipment** under **manufacturing agreement.** 表明合作夥伴

為讓中小企業公平競爭，平台禁止揭露公司與品牌名稱，改以地區、產業、經營屬性等表示

清楚表示想爭取的合作方式，比如希望找當地代理、進口商或技術合作夥伴等

簡述內容 Short Summary

合格撰寫範例

1. A Portuguese metalworking company equipped with high definition laser, oxyfuel and plasma, press brakes arc welding, mig, tig manual and calendering, specializing in the production of equipment for the environment in carbon steel and stainless steel (industrial ventilation, equipment for etching, paint booths, pickling and made-to-measure projects) offers its services in production of filters, suction tables, aspirated welding benches, paint booths, etc. A manufacturing agreement is sought.

表示公司來源國+產業屬性

公司服務特色+應用方向

合作目標

詳述內容 Full Description

合格撰寫範例

Portuguese company specializing in the areas of welding, compressed air and industrial ventilation equipment, oriented towards industrial automation techniques is looking for international partners. This company started its activity in 1981 and was founded with the objective of selling producing pharmaceutical equipment. In the course of its journey and due to market challenges, the company invested in a metal-mechanic where it started to develop and produce equipment related to the industrial area, focusing on environmental treatment but also developing its activity in all areas of metal-mechanics. Today the company has a know-how that allows it to efficiently and competitively honor the challenges that are offered by national and international customers.

The company is active in the below areas of metalworking, environment and services:

1. XXXX
2. XXXX

→ 列點說明服務或產品項目

不用太多無意義的形容詞說明公司多優秀，第一段就要知道公司做什麼產業和產品，第二段列國際化程度，不用列客戶名，第三段列合作需求

The company has already experience in working with the foreign market, having already had commercial relations with countries on the African continent (such as: Angola and Mozambique) and commercial relations with Spain. Currently it has a partnership with an Austrian multinational, where they make tailor-made equipment for around the world for about 10 years.

This company is interested in establishing partnership relationships where they can build equipment, parts of equipment or export the products in the area of industrial ventilation, such as filters, suction tables, aspirated welding benches, paint booths, metallization, pickling and / or others projects within the scope of metalworking. The company would like to establish a manufacturing agreement.

→ 列點說明服務或產品項目

優勢及創新 Advantages and Innovations

合格撰寫範例

High and long experience, which allows the company to maintain a relationship of trust with its customers. This company is distinguished by its work and positioning in the market due to the quality of the products, the knowledge and technical and specialized assistance. For this, it has a team of people totally dedicated to the production, quality and maintenance of equipment, which guarantees customer satisfaction, which is essential in this process.

列出公司產品或生產技術的優勢

They are an autonomous company with the latest equipment, equipped with a Laser with a 6x2 table with 6Kw with the capacity to cut carbon steel up to 25mm and stainless steel up to 20mm, a high definition plasma and oxyfuel with a 6x3 table, a submerged arc welding that allows to weld from reservoirs, piping, linear structures. They have calenders, weld Tig, Mig and electrode, turn and mill without relying on third parties. They also have a technical development office where they work on each project according to the client's needs.

有申請到ISO或CE認證可以寫上去

發展階段 Stage of Development

合格撰寫範例

Please select one (單選)

1. Concept Stage 初步概念
2. Under development 發展階段
3. Lab tested 實驗階段
4. Available for demonstration 可供展示/試用
5. Already on the market 已於市場發行

依照目前產品的上市情況誠實填寫

永續發展目標 Sustainable Development goals

合格撰寫範例

Please select multiple (可複選):

Goal 1: No Poverty 零貧窮

Goal 2: Zero Hungry 零飢荒

Goal 3: Good Health and Well being 健康&福祉

Goal 4: Quality Education 優質教育

Goal 5: Gender Equality 性別平等

Goal 6: Clean Water and Sanitation 環境衛生

Goal 7: Affordable and Clean Energy 清潔能源

Goal 8: Decent Work and Economy Growth 經濟成長

Goal 9: Industry, Innovation and Infrastructure

產業、創新&基礎建設

Goal 10 : Reduced Inequality 減少不公

Goal 11 : Sustainable Cities and Communities 永續城市

Goal 12: Responsible Consumption and Production
永續消費&生產

Goal 13: Climate Action 氣候變遷

Goal 14: Life Below Water 海洋生命

Goal 15: Life on Land 陸地生命

Goal 16: Peace, justice and strong institutions 和平正義

Goal 17: Partnerships to the Goal 合作實現以上目標

歐盟重視中小企業的產品與服務能為世界帶來什麼改變，而非只是商品買賣

請從欄位中勾選1-3個永續發展目標，讓歐商知道與貴公司將具有理想與前瞻性

期許的合作商 Expected role of partners

合格撰寫範例

The company is seeking for a cooperation with companies from different sectors (metal machining industry, furniture sector and etc.) which need the services and want to cooperate under the manufacturing agreement. The company hopes to be involved in welding projects and to receive orders of welded semifinished and finished products (components, parts and small constructions) from partners. They would like to build equipment, parts of equipment or export their products in the area of industrial ventilation, such as filters, suction tables, aspirated welding benches, paint booths, metallization, pickling and / or others projects within the scope of metalworking.

盡量詳述目標的合作廠商類型，越具體越好

合作夥伴類型 Type of Partnership

合格撰寫範例

Please select (可複選)

1. Commercial agreement 商業協議
2. Outsourcing 外包協議
3. Supplier agreement 供應商協議
4. Investment agreement 投資協議

請選擇貴公司刊登商機之目的

合作夥伴規模 Type and size of the partner

合格撰寫範例

Please select one (單選)(員工數)

1. Big Company (>250) 大公司>250人
2. Other 其他
3. R&D 研發中心
4. SME 11-49 中小企業 11-49人
5. SME 50-249 中小企業 50-249人
6. SME <=10 中小企業 <=10人
7. University 大學

請誠實依照貴公司的員工總數, 進行選擇

產業關鍵字 Market keywords

合格撰寫範例

- 01 - COMMUNICATIONS
- 02 - COMPUTER RELATED
- 03 - OTHER ELECTRONICS REL
- 04 - GENETIC ENGINEERING/MC
- 05 - MEDICAL/HEALTH RELATED
- 06 - ENERGY
- 07 - CONSUMER RELATED
- 08 - INDUSTRIAL PRODUCTS
- 09 - OTHER

請依照貴公司業態, 自由列出 3-5個產業關鍵字

目標市場 Targeted countries

合格撰寫範例

奧地利 Austria, 比利時 Belgium, 保加利亞 Bulgaria, 克羅埃西亞 Croatia, 賽普勒斯 Cyprus, 捷克 Czech Rep., 丹麥 Denmark, 愛沙尼亞 Estonia, 芬蘭 Finland, 法國 France, 德國 Germany, 希臘 Greece, 匈牙利 Hungary, 愛爾蘭 Ireland, 義大利 Italy, 拉脫維亞 Latvia, 立陶宛 Lithuania, 盧森堡 Luxembourg, 馬爾他 Malta, 荷蘭 Netherlands, 波蘭 Poland, 葡萄牙 Portugal, 羅馬尼亞 Romania, 斯洛伐克 Slovakia, 斯洛維尼亞 Slovenia, 西班牙 Spain, 瑞典 Sweden

僅限歐盟27國, 以國家為單位填寫, 沒有要拓銷的市場請不要填, 將造成誤導