

## PARTICIPANT PROFILE \*

**\* Please fill the participant profile to submit your application for individual meetings. The contractors will make a selection from among all the applications received. Only the selected companies will have to pay the participation fee.**

To better answer your needs, we would ask you to fill out the form in **English**. It will be sent to our guests in the Infrastructure sector. Please send this form filled by email at: [sbenabdallah@ccmm.qc.ca](mailto:sbenabdallah@ccmm.qc.ca)

**1. Describe your company's business (200 words or less) and outline what significant features and competitive advantages do your products or services have.**

**2. Please outline your objectives for your participation in this buyers meeting.**

**3. Indicate the buyers that you would like to meet. (The choice of the buyers and the time of your meeting will be sent to you by email before the event)**

**4. Do you currently export to Brazil, Colombia, Russia, India or Vietnam?**

**Yes. Please go to question 5**

**No. Please go to question 8**

**5. Can you give the names, projects and cities you have worked or are currently working on in of those countries?**

**6. Does your company have an existing partnership or any other form of business relationship in the markets mentioned above? If yes, please give the name of your partners:**

**7. Who are your clients? (Describe and name your clients if you think it could have a persuasive impact for doing business with the buyers).**

**8. What type of organization do you represent?**

- |  |   |
|--|---|
| <input type="checkbox"/> A private company               | <input type="checkbox"/> An economic development agency (SADC, CLD) |
| <input type="checkbox"/> A government agency or ministry | <input type="checkbox"/> An academic institution                    |
| <input type="checkbox"/> An association                  | <input type="checkbox"/> Other: <input type="text"/>                |

**9. In terms of number of employees, how large is your organization?**

- 1 to 29     
  30 to 99     
  100 to 499     
  500 or more

**10. In terms of annual revenues, how large is your organization?**

- |  |   |
|--|---|
| <input type="checkbox"/> Less than \$500,000           | <input type="checkbox"/> \$25 million to \$50 million |
| <input type="checkbox"/> From \$500,000 to \$5 million | <input type="checkbox"/> Over \$50 million            |
| <input type="checkbox"/> \$5 million to \$25 million   | <input type="checkbox"/> Not applicable               |

**11. What percentage of your organization's activities is related to exporting?**

- |                                     |                                      |
|-------------------------------------|--------------------------------------|
| <input type="checkbox"/> 0%         | <input type="checkbox"/> 26% to 50%  |
| <input type="checkbox"/> 1% to 10%  | <input type="checkbox"/> 50% or more |
| <input type="checkbox"/> 11% to 25% |                                      |

**12. Where do you currently export?**

- |  |                                      |
|--|--------------------------------------|
| <input type="checkbox"/> North America                     | <input type="checkbox"/> Oceania     |
| <input type="checkbox"/> Central America and the Caribbean | <input type="checkbox"/> Asia        |
| <input type="checkbox"/> South America                     | <input type="checkbox"/> Middle East |
| <input type="checkbox"/> Europe                            | <input type="checkbox"/> Africa      |