

Team France Export / French Chamber of Commerce in Singapore offers you its expertise to identify potential partners and organize a prospecting mission in Singapore in digital or in physical.

## 5 steps:

<b>1) Specifications</b>	<ul style="list-style-type: none"> <li>▪ Identify your prospection mission objectives (Criteria of targets and potential partners).</li> <li>▪ Analyse products and services, study of the sales approach and strengths you would like to highlight to potential business partners.</li> <li>▪ Business advice suited to the Singapore market.</li> </ul>
<b>2) Identification and targeting</b>	<ul style="list-style-type: none"> <li>▪ Creation of an introductory e-mail to potential partners based on your commercial tools, brochures.</li> <li>▪ Creation of a listing based on the French Chamber members' network as well as our database.</li> </ul>
<b>3) Target survey</b>	<ul style="list-style-type: none"> <li>▪ Provide a shortlist of targets with your verification.</li> <li>▪ Get in touch with identified targets.</li> <li>▪ Promote your company and your products based on the documentation provided by you, if any.</li> <li>▪ Confirmation of interest by identified target.</li> <li>▪ Summary of feedback in order to evaluate product potential in the market of Singapore.</li> </ul>
<b>4) Schedule of appointments</b>	<ul style="list-style-type: none"> <li>▪ Set-up of meetings planned according to your availability.</li> <li>▪ Confirmation of interest from prospects.</li> <li>▪ Definition of a wider scope of participants other than the contact itself (if applicable).</li> <li>▪ Preparation of the agenda and assistance in meetings (if needed).</li> <li>▪ Documents regarding all relevant information on companies to be provided: <ul style="list-style-type: none"> <li>· Quick overview of the target (main business activity etc).</li> <li>· Name, job title, address and telephone number.</li> <li>· Any additional information related to its interest concerning the meeting</li> </ul> </li> </ul>
<b>5) Debriefing of the mission</b>	<ul style="list-style-type: none"> <li>▪ Recommendations</li> </ul>

Our tariffs:

INDIVIDUAL PROSPECTING MISSION IN DIGITAL OR PHYSICAL	PRICE
Product testing (15-20 targets) + Business matching (indicative objective of 2-3 meetings)	From 3 575 EUR HT
Product testing (20-30 targets) + Business matching (indicative objective of 3-5 meetings)	From 5 200 EUR HT
Business matching (indicative objective of 2-3 meetings)	From 2 925 EUR HT
Business matching (indicative objective of 3-5 meetings)	From 4 225 EUR HT

Please consult our Team of sectoral experts to receive a quotation and lead-time:

[bizsupport@fccsingapore.com](mailto:bizsupport@fccsingapore.com).

The prices shown are quoted in EUROS without local GST of 7% and do not include any costs related to travel or living expenses.

An additional cost of 40 EUR per international bank transfer must be added to the prices shown.

The cost includes the support of the French Chamber staff who is in charge of the mission.

The digital meetings are held via TEAMS or ZOOM (with password).

**Please note:** the prices are subject to change and once quoted are valid one (1) month from the sending date of our proposal.