

Zürich, 4 May 2020

OFFER



S-GE Contact

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Switzerland Global Enterprise
Stampfenbachstrasse 85
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Target Country United Arab Emirates

Offered Service(s) Post-Exhibition Follow up B2B meetings

1. Current Situation and Objective

Switzerland Global Enterprise, Swiss Business Hub Middle East and selected Experts would like to support Swiss Companies who did exhibit their products and services during recent fairs in 2020 such as Gulfood and Arab Health.

This service is designed to address the challenging restricted travel services during the current global Covid-19 outbreak. Any traction gained post exhibition communication is likely to have dramatically slowed down or non-existent at all. This **Post Show Follow Up Service** is a solution to restoring the communication between Swiss and UAE-companies and gather a more accurate understanding of the current position of stakeholders in the GCC.

2. Offered Service

POST EXHIBITION FOLLOW UP B2B MEETINGS

Deliverables:

5-6 meetings with local potential partners

- Contact each identified company individually
- Personally visit each local company (local travel restrictions permitting), if not then via Teams or Zoom App
- Restore communications between the foreign SME & local stakeholders via email & Teams or Zoom calls and attend virtual meetings (eg. Teams or Skype or Zoom) between client and companies and take notes during the virtual meets with a call to action between the client and companies
- Discussion on how the current situation is affecting the companies current and future strategies more specifically to identify new opportunities
- Assess & summarize level of interest in the product / service

Delivery time: 6 weeks

3. Team

SWITZERLAND GLOBAL ENTERPRISE

As a non-profit organization granted a mandate by the Swiss Confederation (State Secretariat for Economic Affairs, SECO), we accompany your entry into new export markets and connect you with suitable business partners. Our 27 locations (Swiss Business Hubs and Trade Points) around the world are located in Swiss Embassies or Swiss Consulates-General and, due to their official status, have an excellent network of contacts in the target market.

YOUR TEAM

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LOCAL EXPERT

Sesam Connect

Since 1999 they have established an unrivalled reputation for successfully promoting trade and managing conferences within the UAE and neighbouring Gulf states.

4. Order

SERVICE(S) (Please mark relevant boxes)		PRICE CHF (excl. VAT)
<input type="checkbox"/> Post Show Follow Up	1	1'900.00
Total Service(s)		1'900.00

I/we accept the Terms and Conditions under Attachment I (mandatory field).

My/our billing address differs from the address shown on the front page and is as follows:

Please refer to the following internal reference number:

We gladly accept this offer from Switzerland Global Enterprise.

Place / Date

Signature

Signature

First name, Last name

Position

Please return the signed order by email to RBuechi@s-ge.com or exporthelp@s-ge.com. Alternatively, by mail to Switzerland Global Enterprise, Stampfenbachstrasse 85, 8006 Zürich, Switzerland.

Attachment I: Terms and Conditions

PAYMENT TERMS

Payment	50 % down payment due immediately upon receipt of order confirmation 50 % balance 30 days net from the final invoice date
Delivery	You will be notified of the delivery date for your project when we receive your order confirmation. This date will depend on local factors and any external suppliers involved. The delivery period does not begin until we have received the down payment.
Validity	10.06.2020
Expenses	If the client commissions S-GE to perform a service which entails expenses (such as for hotels, transportation, restaurants, etc.) and S-GE finances these in advance, these costs will be billed to the client along with a 2% administration surcharge. Expenses are not eligible for discounts.
Exchange rate	Exchange rate: In the case of foreign currencies, the exchange rate can be reviewed at the settlement date and adjusted to the related services from a difference of +/- 2% of the eligible costs in the final invoice. The exact daily exchange rate at the settlement date is decisive for invoicing.
Work exceeding scope	Should work exceed the framework set out in this offer, Switzerland Global Enterprise will ask for the written agreement of the ordering party before proceeding.

CONFIDENTIALITY

Switzerland Global Enterprise guarantees that it will handle all documents and information received from its clients for the purposes of executing its project in strict confidence.

GENERAL TERMS AND CONDITIONS

By signing the order attached to this offer, the undersigned company confirms that it commissions Switzerland Global Enterprise subject to the terms set out in this offer. The undersigned company confirms that it has read and accepted the General Terms and Conditions of Switzerland Global Enterprise, which are published and can be viewed at www.s-ge.com/terms. The undersigned company acknowledges that the aforementioned General Terms and Conditions are an integral part of this project.

DISCLAIMER

Switzerland Global Enterprise performs this project using sound procedures and in cooperation with certified partners. We guarantee the suitability of the methodological procedure and professional implementation together with the participating internal and external bodies. No guarantee is provided for the effective success of the project. This depends on a variety of factors and circumstances that cannot be influenced or shaped by Switzerland Global Enterprise (market resonance, market yield, attractiveness of the offer, negotiating interest, etc.). Example: It cannot be guaranteed that a suitable business partner will be successfully identified or a business partnership successfully concluded as part of a given project. All market information is based on sources that are reviewed by Switzerland Global Enterprise and its partners and evaluated and interpreted in good faith as sufficiently reliable and meaningful. Switzerland Global Enterprise and its partners may not be held liable for any data that may be incomplete, inaccurate, or out of date, including information obtained from websites or other sources over which Switzerland Global Enterprise or its network partners have no control. Information has no legal or juridical character unless expressly designated as legally/juridically binding.