



Service Packages to Approach the Market

Standard Trade list / package 1 - Au\$360 – 220 Euro (Members - 20% discount)

On the base of the selection criteria specified by the Client, the Italian Chamber of Commerce selects the potential trading partners using different resources available including our member list, the internal database with over 5,000 companies, industrial and professional associations lists, online business directories, exhibition and trading fairs database and trade magazines. The Client receives a comprehensive company list including company name, company activity brief description, address, phone / fax / email, internet site address, allowing to contact these companies in order to find the right trading partners.

Additional Services to Standard Trade List

- **Letter of Expression of Interest** in Italian or English - **Au\$100 – 60 Euro (Members - 20% discount)** that can be printed by the Client and mailed out to introduce the company and activities / products to the trade list

Potential Partners Pre-selection - package 2 - Au\$950 – 590 Euro (Members - 20% discount)

In addition to the previous package, includes the screening of the trading list: the Chamber of Commerce contacts the potential trading partners in behalf of the Client, forwarding via fax-email-mail an introductory presentation of the company, its activities and products. All these contacts are followed up in order to verify the potential interest to receive further information. In case of positive answer, promotional material, such as brochures, catalogue and samples, will be mailed out (*). The companies included in the mailing list are then re-contacted in order to receive a personalised feedback that will be included in our final report, together with the contact details. The final reports represent for the Client an invaluable help, offering the opportunity to contact and begin immediate negotiations with potential trade partners that have confirmed their interest.

(*) = mailing costs not included

Additional Services to Potential Partners Pre-selection

Business meeting Organisation - Au\$250 – 150 Euro (Free of charge for Members): the Italian Chamber of Commerce can help the Client in organising Business meetings with the potential Trading partners

Commercial Assistance – Package 3 - Au\$1400 – 870 Euro (Members - 20% discount)

This package ensures the Client to receive the full support of the Chamber of Commerce in the introduction of the new market: it includes all the services of the previous packages - from the creation of the first trading list to the pre-selection of the potential trading partners – and, in addition, ensures the assistance up to the finalisation of the trading agreement. Particular attention is paid to the solution of practical problems that always occur when approaching a new market such as pricing strategy, product alignment with local regulation and provisions, international payments, shipping, customs and quarantine.

Additional Services to Commercial Assistance

- Pragmatic problems need pragmatic solutions and every step will be taken to approach and solve the different facets of the problems liaising with the vast array of professionals belonging to the Chamber of Commerce Business Network. The costs involved will be quantified with personalised quotes:
 - **Local Company Constitution:** Assistance to satisfy all the legal requirements to open and register local branches or companies, legal seat service (domiciliation), temporary administration, joint ventures constitution, etc.
 - **Business meetings (B2B Appointments):** business meetings organisation between the Client and potential trading partners
 - **Market Research:** Qualitative and quantitative analysis of local market characteristics and potentialities through secondary data analysis or “expert interviews”
 - **Agents and distributors search:** from the search, 1st contact and pre-selection of agent / distributors to cover the area required by the Client up to the negotiation of the trading agreement
 - **Business Check:** current and historical record search can be run through on-line databases on Australian and Italian companies, in order to confirm the company existence, its financial characteristics and reliability
 - **Recruitment:** the Chamber can help to find the right local personnel using the internal CV archive,

dealing with local recruitment agencies, placing ads on newspaper and job-seeking sites and screening the received applications

- **International Tenders:** Support for the participation to international tenders

Specific Services

Perth Italian Chamber of Commerce offers to the members and business operators a wide variety of services aimed to support business operations both in Italy and Australia. Most of our services are highly personalised and on-demand basis: we invite you contact us to express your needs in order to receive a specific proposal.

Information Services

- General and category specific information about Italy, Australia and West Australia
- Information on specific companies
- Professional Lists: lawyers, accountants, business consultant
- Financial reports
- CV Data Base

Fiere, Trade Mission ed Eventi Speciali

- International Trade missions Organisation
- Organisation and participation in local and international exhibitions, business convention, seminars, events

Business Centre:

- Domiciliation, mail redirection, secretarial and administration services
- Assistance to visitors (information, accommodation bookings, car rental, etc.)
- Presentation letters
- Mailing of business presentation and promotional materials
- Translation and Interpreting Services

Professional and Consultants

The Chamber Of Commerce large network can satisfy any business requirement

- Legal Assistance
- Accounting and IVA / GST claims
- Immigration Agents and VISA services
- Business Consulting
- Patents and copyrights
- Local investment facilitation, including Real Estate

Advertising and Promotion

- Advertising campaigns, media planning, promotion and web design
- Direct Marketing
- eCommerce
- Advertising and news release on the Chamber of Commerce Media (internet site, magazine, e-Newsletters)

Training Services

- Italian and English courses
- Assistance to identify courses and certified institutions to gain locally and internationally recognised qualifications and skills required in the exercise of different professions and trades
- Organisation of ad-hoc training using locally certified institutions or consultants