**SteP-IN PROJECT**

**APPLICATION FORM FOR THE COMPANIES**

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| **GENERAL INFORMATION OF THE COMPANY** |  |
| **Company Name** |  |
| **Complete Address** |  |
| **Country** |  |
| **Web Site** |  |
| **Year of foundation**  |  |
| **CONTACT PERSON FOR THE PROJECT** |  |
| **Full Name****Title** |  |
| **Position in the company** |  |
| **Email address** |  |
| **Phone** |  | **Mobile Phone** |  |
| **Spoken foreign languages** |  |
| **COMPANY SIZE AND OTHER INFORMATION** |  |
| **Size** | □ Micro □ Small □ Medium | **Start-up** | □ Yes □ No |
| **Scale-up** | □ Yes □ No | **Innovative** | □ Yes □ No |
| **N. employees** |  | **Turnover (Euro)** |  |
| **Exporting company** | □ Yes □ No | **% Export** |  |
| **Owner under 35 years old** | □ Yes □ No | **SME run by women** | □ Yes □ No |
| **SME having its seat in rural area** | □ Yes □ No | **Certification** | □ Yes □ No - *if yes, please specify*: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| **Branches** | □ Yes □ No | **Country** |  |
| **CATEGORIES OF BELONGING IN THE TEXTILE CHAIN**  |  |
| **DESIGN / FASHION** | □ Fashion designer, stylist □ Young fashion designer, stylist□ Brand developer □ Digital design for fashion industry□ Fashion related industries |
| **MANUFACTORING / PROCESSING** | □ SMEs operating in the textile sector focusing on: * + - Yarns for weaving, knitting, knitting and technical textiles, home textiles
		- Fabrics for men's and women's clothing
		- Furnishing fabrics
		- Technical fabrics
		- Accessories and finishes for clothing
		- Packers
		- Dyeing, finishing and other services)
		- Final product

□ Emerging brand (accessories and clothing)□ SMEs operating in the mechano-textile sector and digital services/technologies focusing on:* + - Combing, spinning, weaving, dyeing, and finishing
		- Services for textile production
		- Machinery for complementary operations
		- Regeneration
		- ICT solutions for textiles
 |
| **PROMOTION / MARKETING / DISTRIBUTION** | □ Manager of e-commerce platforms, e-commerce agency, e-trailer□ Sales agent □ Distributor □ Retailer □ Fashion store□ Blogger, influencer □ Mass media |
| **OTHER** |  |
| **BRIEF DESCRIPTION OF THE COMPANY** (please, describe) |
| **SECTOR** |  |
| **MAIN PRODUCTS / SERVICES** |  |
| **MAIN FACTOR OF COMPETITIVENESS** | □ Design □ Quality □ Technology □ Price/quality□ Brand name/presentation □ Range of products□ Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   |
| **REFERENCE CUSTOMERS** | □ Producers □ Final consumers  |
| **DISTRIBUTIVE CHANNELS** | □ Sales agent □ Distributor □ Retailer □ Fashion store □ e-commerce  |
| **TYPOLOGY OF COMPETITORS** |  |
| **LEVEL OF INTERNATIONALIZATION** (please, describe) |
| **MAIN EXPORT MARKETS** |  |
| **MAIN SUPPLY MARKETS** |  |
| **ORIGIN OF COMPETITORS** |  |
| **PREVIOUS PARTICIPATION IN INTERNATIONAL OR EU PROJECTS** | □ Yes □ No |
| **PREVIOUS PARTICIPATION IN AGGREGATION / NETWORKS / CONSORTIA OR NATIONAL AND INTERNATIONAL NETWORKS** | □ Yes □ No |
| **INTERNATIONAL DEVELOPMENT** (please, describe) |
| **BUSINESS COLLABORATION SEARCHED ON INTERNATIONAL MARKETS** | □ Suppliers of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ □ Importers/Distributors □ Sales agents / Representing □ e-traders□ R&S □ Subcontractors □ Designers, stylists□ Know-how exchange or technology transfer □ Joint venture □ ICT developers □ Engineering company□ Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  |
| **FOREIGN MARKETS OF INTEREST** |  |
| **PROJECT’S TOPICS OF YOUR INTEREST** |  |
| □ **WEBINAR 1**: How to build an export marketing plan in the textile sector - concrete examples of commercial and customer channels (29th November 2021) |
| □ **WEBINAR 2**: The role of marketing and conditions for the success of the company on the national and international market (30th November 2021) |
| □ **WEBINAR 3**: Sustainability and labelling as competitiveness issue for the textile sector(1st December 2021) |
| □ **B2B meetings in Italy** (17-19th –January 2022) | □ **B2B meetings in Ukraine** (2nd – 4st February 2022) |

**PLACE AND DATE \_\_\_\_\_\_\_\_\_\_\_\_ SIGNATURE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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