**SteP-IN PROJECT**

**APPLICATION FORM FOR THE COMPANIES**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **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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