



Reply Form

Company Name _____ Contact Name _____

Telephone Number/s _____ E-mail address _____

Address _____

Square meters _____ Turnover (Local) _____ Turnover (export) _____

Employment _____ ETC Employer Number _____ ETC Employer Number _____

Investment _____

MALTA ENTERPRISE ASSISTANCE	YES Now	In Future (Date When)	Has already had ME Assistance	Already has internal capacity	Not interested
A New Management Techniques					
■ Quality, process improvement/optimisation, benchmarking					
B Planning Business Growth					
■ Consider expansion or starting a new company					
■ Application for financial assistance					
C Entrepreneurs Seeking Investors					
■ Do you need financing for industrial activities/new ideas not covered by bank loans. (Preparing training entrepreneurs)					
D Assistance on EU Funding opportunities					
■ To identify EU projects with partners for possible new product/market/knowledge opportunities					
■ Increases networking opportunities /new business contacts					
E New Product Development					
Identify whether you have					
■ Launched new products recently (what is ratio between new vs. old)					
■ Are New products are a result of new tech, new market, or new process, competitors					
■ Do you hold regular meetings to plan new products					
F Developing New Export Markets					
■ Interested in increasing/finding new foreign markets					
■ Export Plan – Website, brochures etc. etc.					
■ Interested in public procurement					
■ Have you already participated/invested in exhibitions					
G Collaboration with commercial partners					
■ With your clients and/or suppliers (supply chain)					
■ With competitors					
■ Across different sectors to build a new product/service together					
■ Collaborate for specific sector training and other knowledge sharing activities					
■ Use MCAST/university as a partner to develop new process/ products					
H1 Requires New Technologies and Knowledge for New Processes, Products and Services					
■ To Identify any technological problems – high reject rate, low output, high down-time					
H 2 Internationalisation of Locally Developed Technologies and Knowledge					
■ To Identify locally developed technologies/ know-how to sell abroad					
I Environmental protection and energy saving technologies					
■ To identify high energy cost/waste and put forward recommendations to reduce;					
■ To identify relevant legislation					
J Others					