

## Bridging the Gap - Successful TEnders and Procurement (STEP)

Please send the completed application form to [welzel@wirtschaft-entwicklung.de](mailto:welzel@wirtschaft-entwicklung.de).

### 1.1 Company information

*(Please read our privacy policy)*

Company name

Address

Contact person

Fax number

Website

Legal status

Founded

Commercial registry no

### 1.2 Financial data and number of staff of the applicant (no group figures)

2019

2020

2021

Annual turnover in Euros

Profit for the year in Euros

Operating cash flow in Euros

Equity in Euros

Total assets in Euros

Number of staff in salaried  
positions in the company

**Should you apply as part of a consortium/work group, please fill 1.1 and 1.2 for each partner and name the main contact person.**

### 1.3 Description of the company

- Short company profile  
*(corporate sector, size, scope)*
- Products and services of your company
- Corporate structure including affiliated companies and shareholders  
*(legal and natural persons, using a diagram if appropriate)*

### 1.4 International experience

- General experience of operating abroad  
*(including country-names, type of activities and outcome)*
- Experience with international tendering procedures
- biggest challenges your company faces in international business  
*(e.g. financing, visibility of credible opportunities, developing client relationships, business development bandwidth, viable local partners, etc.)*
- Experience in leveraging German government resources to support your business
- If applicable, how does your company typically finance international projects?

## 1.5 Motivation

- Why you would like to take advantage of the advisory service and assistance in the tendering process provided by AWE and DFI.

I am applying for...

Indonesia

Cote d'Ivoire

Both

BUSINESS  
GLOBALLY  
INVOLVED

**Agency for Business & Economic Development**

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