**Ankieta / Survey**

**SURVEY / EUROPEAN ANALYSIS TEAM / 2021**

Szanowni Państwo

W ramach realizacji projektu “Power up your Business in Małopolska 2” i inicjatywy EUROPEJSKI ZESPÓŁ ANALIZ przygotowujemy BAZĘ DANYCH przedsiębiorstw z terenu Polski, Hiszpanii i Rumunii zainteresowanych współpracą handlową i prezentacją swoich ofert. Jeśli jesteście Państwo zainteresowani udziałem w działaniach EZA/ EAT prosimy o wypełnienie poniższej Ankiety (najlepiej w języku angielskim) w części podstawowej i opcjonalnej oraz śledzenie aktualności EZA/EAT skierowanych specjalnie do Państwa.

**General Information**

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|  | **Date:** |  | |
|  | **Organization name:** |  | |
|  | **Director:** |  | |
|  | **Address:** |  | |
|  | **Phone:** |  | |
|  | **E-mail:** |  | |
|  | **http/www:** |  | |
|  | **Establishment date:** |  | |
|  | **No. of employees:** |  | |
|  | **Export Activity** | YES | NO |
|  | **If Yes, list the 3 most important export markets** | 1 | |
| 2 | |
| 3 | |
|  | **Current international partners:** |  | |
|  | **Part of an international network:** | YES | NO |
|  | **Impact of this cooperation:** |  | |
|  | **New target markets:** |  | |
|  | **International branches:** |  | |

**I. Main references of the company**

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| **1. Short description of the company** (brief description of the technological flows for the main categories of products and services |
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| **2. Main products, suppliers and their locations** |
| | Products | Suppliers | Suppliers´location | | --- | --- | --- | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |

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| **3. Main competitors *(option)*** |
| | Name/localion | Strenghts | Weaknesses | | --- | --- | --- | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |

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| **4. Competitive advantages of the company through comparison with competition** |
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| **5. Do you participate in national / international events (fairs, exhibitions, matchmaking)?** Where? Are you interested in such events? Do you have a special budget allocated? What are the main areas that would arouse your interest in such an event? |
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**II. Innovation *(option)***

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| **1. Does your company carry out research - development - innovation activities?** (collaborations with specialized higher education units or other research centers; How long did the collaboration last?).  **2. What did the innovation (product, system process) consist of, how did it materialize in the benefits brought to the company?** Do you have an innovation strategy? Are you interested in improving innovation management in the company? |
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| **3. What are the current technology needs in order of priority? where do you consider that there are critical points in the current productive activity? Have you adopted high tech technologies in your activity? (robotics, artificial intelligence, big data, 3D printing, etc.)** |
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| **4. How do you capitalize on by-products and waste?** Are you familiar with the concept of circular economy or systemic economy? Do you have a system for recirculation (water, raw material), revaluation (secondary raw material, waste) or recovery (energy, water)? Would you like to know more? |
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**III. Value Chain *(option)***

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| **1. How do you estimate the evolution of the market in your field in the next 3-5 years? But in the long run (over 10 years)?** |
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| **2. Challenges (individual / sectoral) & COVID 19 related -** should be a list of challenges related to economic performance, related to the organization of production and manufacturing flows. What prevents you from producing more and better and can be corrected through innovation and investment at the company level? What development opportunities or which would meet the identified challenges exist? |
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| **3.** What **development opportunities** or which would meet the identified challenges exist? |
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**IV. Other relevant opportunities & treats *(option)***

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| **1. How do you think the relevance of research and development activities for the industry in which you operate can be improved?** (technology transfer, strategies, policies, etc .) How can companies be engaged in this process? |
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| **2. List other proposals that you consider relevant and / or specific to the industry in which you operate (measures that would remove / reduce difficulties at the level of legislative / economic-financial framework).** |
| **Company development conditions Expectations towards public institutions/economic partners/business environment institutions** |
| **Condition** | **Enter the weight** (importance)  **1-10** |
| Stability of rules, standards and regulations of conducting business activity |  |
| Substantive support from the government offices, institutions and administration |  |
| A simple system of communication between businesses and government offices |  |
| Availability of non-repayable company development funding (grants, subsidies, programmes) |  |
| Availability of repayable company development funding (credits, loans, insurance, subsidised programmes,) |  |
| Professional qualification improvement offers (workshops, conferences, training sessions) |  |
| Possibility of participating in business promotion projects (foreign, domestic) |  |
| Support in establishing direct business contacts (B2B) |  |
| Advisory and consulting services, as well as substantive support in the company's development |  |
| Other........................... |  |
| **Export development conditions (internationalisation) and expectations towards public institutions. Regional level** |  |
| **Expectations** | **Enter the weight** (importance)  **1-10** |
| Discussing support activities with the business community at a local level |  |
| Permanent consulting and assistance system for entrepreneurs who are planning export activities (in the micro-enterprise and SME sector) |  |
| Availability of non-repayable export activity funding (grants, subsidies, programmes) |  |
| Availability of repayable export activity funding (credits, loans, insurance, subsidised programmes,) |  |
| Export-related professional qualification improvement offers |  |
| Possibility of participating in foreign business promotion projects |  |
| Support in establishing direct business contacts (B2B) with foreign entities |  |
| Advisory and consulting services, as well as substantive support in the development of the company's export |  |
| Other........................... |  |

Prosimy o przesłanie ankiety na poniższy adres / W razie pytań prosimy o kontakt:

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**Attention:**

Informujemy, że Pani/Pana dane osobowe będą przetwarzane w związku z realizacją projektu „Power up your Business in Małopolska 2”, poddziałanie 3.3.1 RPO WM 2014-2020. Pełna treść informacji o przetwarzaniu danych osobowych i przysługujących prawach - [https://www.marr.pl/wp content/uploads/2019/04/Klauzula-RODO-MRPO.pdf](https://www.marr.pl/wp%20content/uploads/2019/04/Klauzula-RODO-MRPO.pdf)