

Bi-Coastal Virtual Trade Mission – New England / California Application Form



B2B Matchmaking Support
January – February 2021

Market Interest

Please note that companies may apply to one or both markets. However, acceptance will be evaluated on a per market basis.

California

New England

Corporate Information

Company Name:

Street Address:

City:

Province:

Postal Code:

Other Locations:

Primary Contact Name:

Email:

Telephone:

Company Website URL:

Number of employees:

Annual Revenue:

Product/Technology/Service

Describe the product/technology/service to be offered during this Trade Mission, including:

What is it and what does it do?

What is the nature of the problem it solves, key benefits?

Who would buy it? List significant end users and key customers:

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Market Interests

What are your current and past activities in the United States? Specifically, in New England and/or California?

Where does New England and/or California market(s) fit in your strategic priorities?

Please identify other markets of interest in the United States that you wish to pursue, are currently pursuing, or have a presence in:

Matchmaking Objectives

List your main objectives for meeting with contacts within New England and/or California on this Trade Mission (sales, distribution, investment capital, market recon, product validation, type of representation desired, R&D, etc.):

Do you have target contacts/prospect companies already identified who you want to meet? If so, please identify:

Yes No

Do you have DO NOT CALL contacts? If so, please identify:

Describe the type of business meetings sought and your desired results (Target buyers, ideal investors, distributor, co-producer etc.):

Please note that companies may apply to one or both markets. However, acceptance will be evaluated on a per market basis. Participants in the B2B Matchmaking program will be required to complete an exit survey to track results and measure effectiveness.

Please complete the application form and return it to Erin Clendenning at erin.clendenning@onbcanada.ca or Stephanie Savary at stephanie.savary@onbcanada.ca by end of day on November 24, 2021.