



Finnpartnership

Matchmaking service for
Vietnamese companies

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Maija Hyypiä

Identifying Business Partnerships - Matchmaking in short




- Finnpartnership channels business partnership initiatives and opportunities from companies in Vietnam to Finnish companies and vice versa
- Opportunities are added to the Matchmaking database (www) where they can be explored
- Partnership initiatives can also be forwarded directly to interested parties
- **Focus sectors:** ICT, environment, energy, agriculture
- **Focus countries:** Vietnam, Kazakhstan, Peru, Tanzania
- Currently around 100 companies are looking for business partners in the service

Identifying Business Partnerships - Matchmaking



- Starts from company's wish to find a new partners for business: long term joint activities: joint ventures, importing / exporting, transfer of technology and know how, etc..
- Companies can apply for the matchmaking service by submitting an application form
- Form can be downloaded from Finnpartnership's website

 **Finnpartnership**

Finish Business Partnership Programme
c/o Finnefund, P.O. Box 391 (Judeinmaakatu 16 B),
FI-00121 Helsinki, Finland
Tel: +358 9 3484 3314, Fax: +358 9 3484 3346
www.finnpartnership.fi, fp@finnpartnership.fi

Please read and complete this form with all due care.
Fill in all applicable fields in **English** and return the **signed** registration form, including attachments, via mail, fax or email to Finnpartnership.
The information in fields marked with (*) will be available for public viewing via the matchmaking forum on Finnpartnership's website.

1. COMPANY / ORGANISATION	1.1 Company / Organisation full legal name *:			
	1.2 address *:		1.3 P.O. Box *:	
	1.4 Postal Code *:		1.5 City *:	
	1.7 Telephone number *:		1.8 Fax number *:	
	1.9 Website address *:		1.10 E-mail address:	
	1.11 Name of contact person *:		1.12 Title *:	
	1.13 Area of responsibility:			
	1.14 Phone number *:		1.15 E-mail address *:	
	2. LEGAL STATUS	2.1 Business registration number or equivalent		2.2. Country registered in:
		2.3 Year of establishment:		
2.4 Form of ownership or legal structure: <input type="checkbox"/> General partnership <input type="checkbox"/> Limited partnership <input type="checkbox"/> Limited company <input type="checkbox"/> Public limited company <input type="checkbox"/> Cooperative <input type="checkbox"/> Association or foundation <input type="checkbox"/> Other:				
2.5 Ownership structure (5 largest if applicable): Owner(s) % share (if applicable) 1. _____ 2. _____ 3. _____ 4. _____ 5. _____				
3. BUSINESS / ACTIVITY	3.1 Applicant's main economic or other activity:			
	3.2 Main products:			
	3.3 Main markets:			

www.finnpartnership.fi/matchmaking

Identifying Business Partnerships - Matchmaking



- Business initiatives are published on the internet
- Business partnership initiatives will also be forwarded directly to eligible companies and partner organisations
- Easy to search the profiles with the search engine

www.finnpartnership.fi/partnersearch

Company information

[← Back to search results](#) [← Redefine search](#) [→ New search](#)

MOMENTO'S OF AFRICA CC

PROJECT INFO
Project name: BabyMo
Project location: Port Elisabeth, South Africa

Description:
Momento's of Africa is a South African company specialized in the manufacture of high-quality kid mohair blankets, throws as well as women's outerwear such as ponchos and shawls. It is looking for a Finnish partner who is interested in importing these products to Finland. The partner can be a distributor or a retail purchaser.

COMPANY INFORMATION
Company name: Momento's of Africa cc
Address: Avro Road, Walmer
Postal Code: 6013
City: Port Elizabeth
Country: South Africa
Internet: www.momentos.co.za
Company industrv: Textiles and clothing

The register contains 104 companies.

Search for international partner Finnish partner

SEARCH CRITERIA
Text search

Industry
Select All Industries
01. Agriculture and food pr
02. Chemicals
03. Construction
04. Crafts

Continent
Africa
Asia
Europe
Latin America
Oseania

Country

Sort results by
Company name

Collect companies of interest to be printed.
[→ Print](#)
[→ Remove all](#)

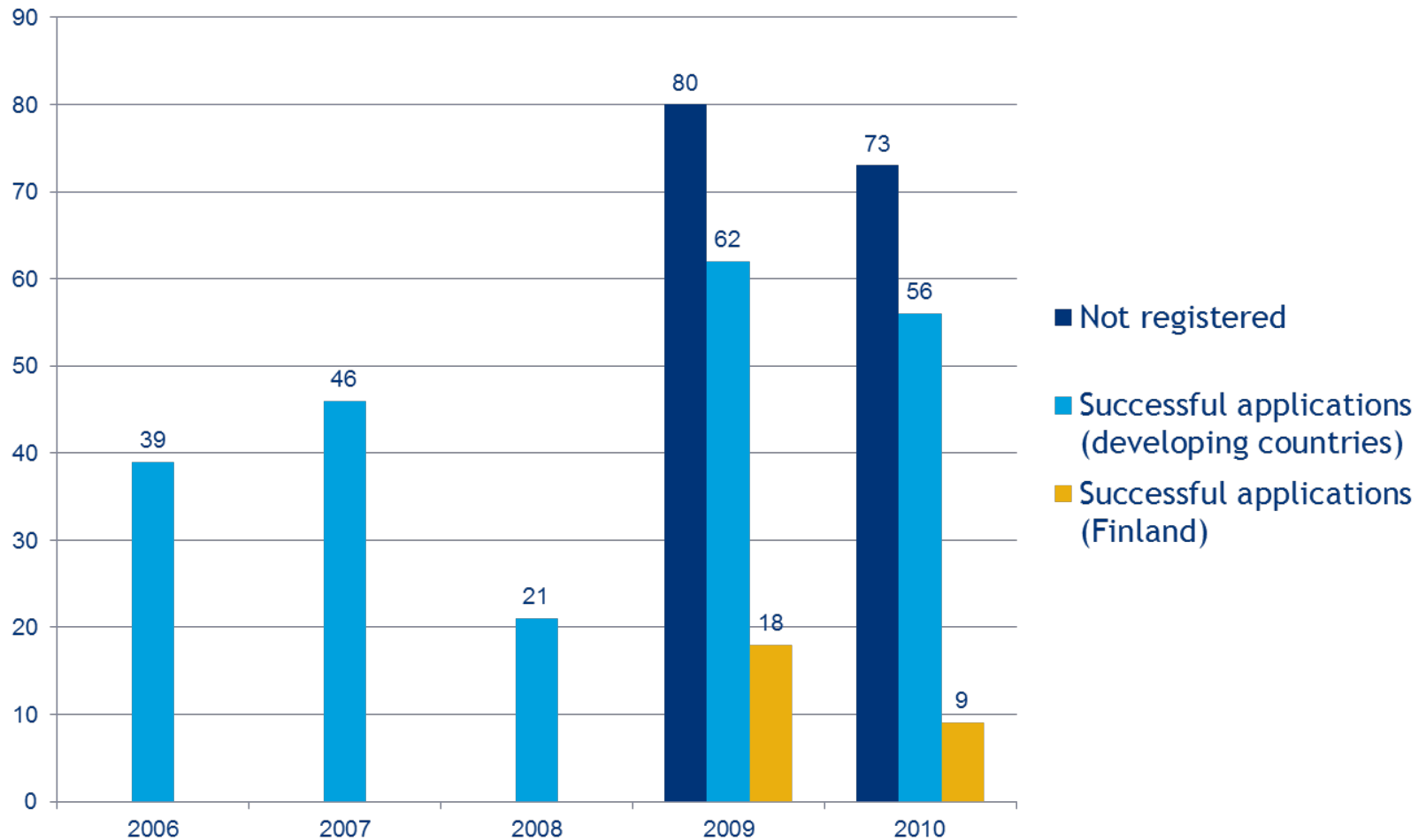
Identifying Business Partnerships - Matchmaking



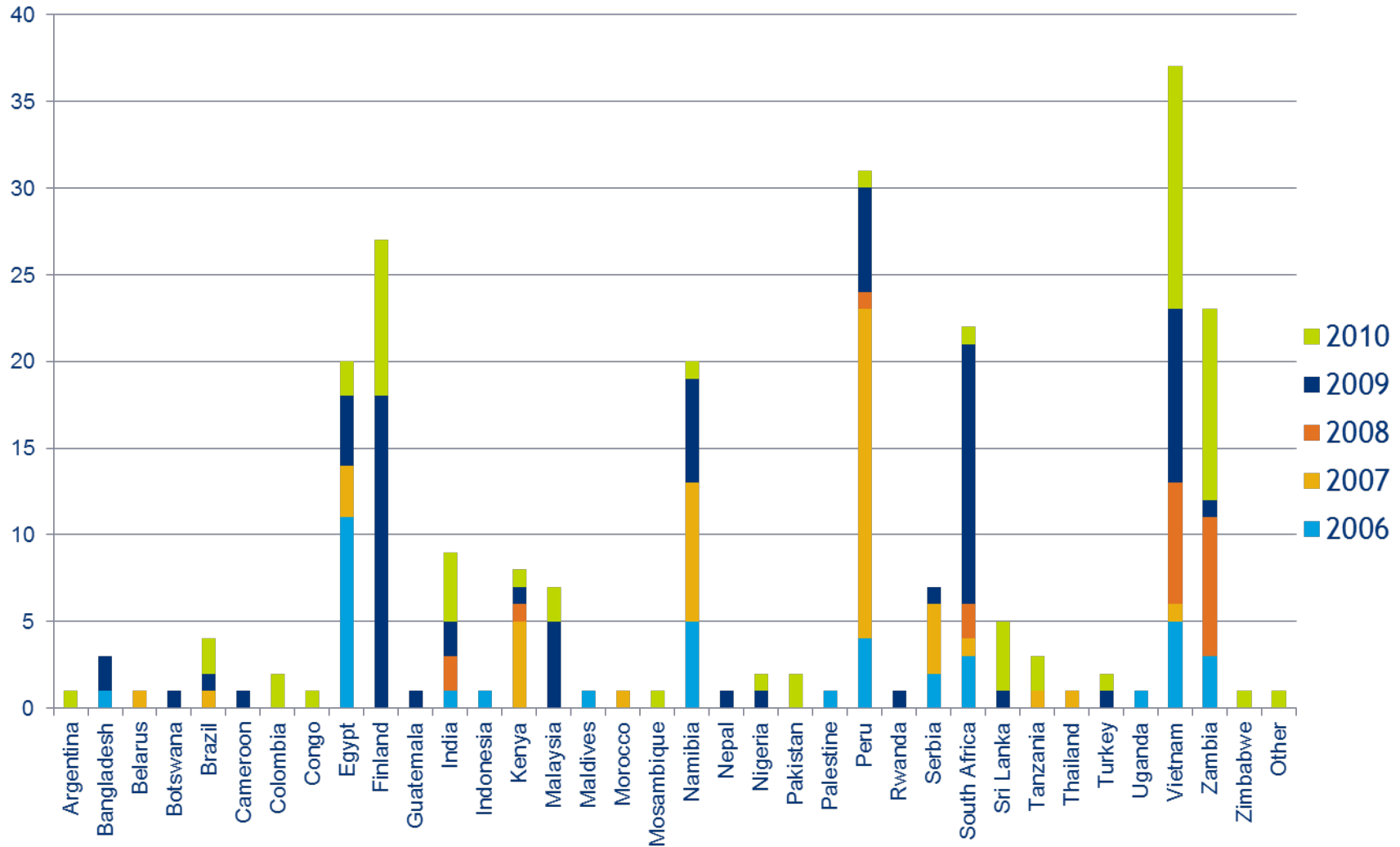
- Finnpartnership organises also events and trips of various types together with partner organisations:
 - Country / sector specific events
Matchmaking events
 - Networking and company meetings
 - Trips for Finnish companies to target countries



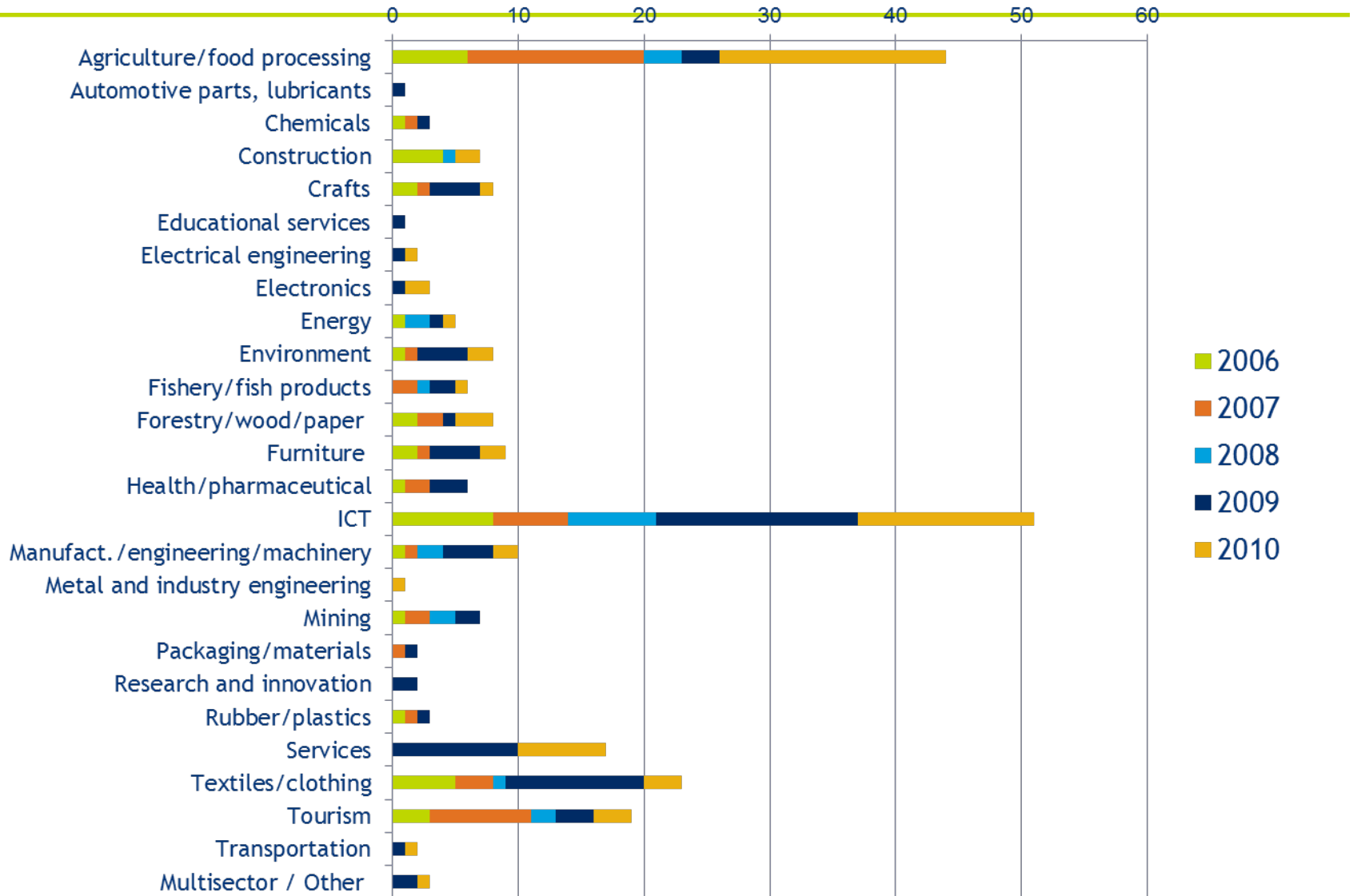
Received Matchmaking inquiries 2006 - 2010



Active Matchmaking applications / country 2006 - 2010



Active Matchmaking applications / sector 2006 - 2010



Matchmaking service / results 2006 - 2010

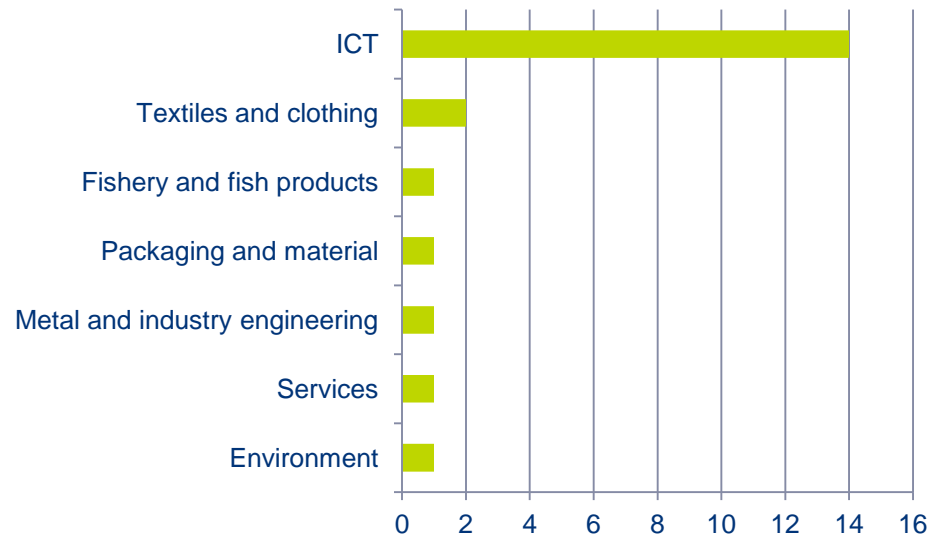


Result	2006 - 2008	2009	2010
Communication between the companies	8	25	19
Company visit or meeting being planned	0	3	0
Company visit or meeting conducted	0	0	7
Agreement on concrete cooperation	3	1	2
Concrete cooperation started or being implemented at the moment	1	1	7
Business Partnership Support application received	0	0	0
No results yet	18	37	74
No response	79	17	8
Total	101	84	117



Matchmaking - Vietnam

- 21 Vietnamese companies registered to our Partner Search database, 2 applications in process





Matchmaking - Vietnam

- 4 Vietnamese companies reported to have results in 2011
- 9 Vietnamese companies reported to have results in 2010
- We can engage a Finnish consultant to market successful Vietnamese companies directly to Finnish companies
- 4 Vietnamese companies have been marketed by a Finnish consultant in 2011



Advisory services

- Information to Finnish companies on actors and business environment of developing countries.
- Networking events, round tables, seminars
- Monthly newsletters
- Information on Finland as target market for business, for example, a guide book 'Exporting to Finland'

(www.finnpartnership.fi/exporting)





Cooperation opportunities

- **Companies:** Matchmaking service. Financial grant. Information on Finland and Finnish business actors.
- **Experts:** expert roster (sector and country knowledge).
- **Business association and organisations:** joint events, trade delegations, round table meetings, sharing of information on market and business opportunities, etc.

Successful subcontractor search in Tanzania



- **Who:** Lojer Oy, a Finnish SME from Vammala. A lot of international activities before this project.
- **For what:** The purpose of the project was to find subcontractors for their water pump production in Tanzania.
- **Activity:** Supported by Finnpartnership, Lojer established a development initiative and launched it by identifying potential Tanzanian suppliers. A handful of companies manufacture plastic pipes in Tanzania, but there is a lot of variation in the quality and reliability of deliveries.
- **Experiences:** Finding a suitable supplier for both plastic pipes and steel materials proved to be easier than the company expected. "We are very happy with the results of the development project. Our operations turned profitable very quickly"



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