

## INVITATION

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# BUSINESS SUPPORT TOWARDS FRENCH AND ITALIAN ENERGY OPERATORS

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MILANO AND PARIS, OCT 2014 - JAN 2015

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**Are you and your company interested in supplying products or services to French and/or Italian Energy operators?**

***Business Sweden***, in collaboration with ***Sweheat & Cooling - the Swedish Council for District Heating*** welcomes you to participate in a Business support-project in order to learn more about, and meet with French and/or Italian energy operators during Oct 2014 to Jan 2015

#### **Why France and Italy?**

France and Italy represent interesting opportunities for Swedish Technology Suppliers with global energy operators such as GDF SUEZ and ENEL with presence in Europe, as well as regional operators.

Business Sweden sees great opportunities for French and Italian Energy operators to find valuable resources and know-how from Swedish suppliers, and work with innovative and state-of-art solutions provided by the Swedish industry. The energy sector in both countries has governmental incentives with upcoming investments in energy efficiency solutions and alternative energy.

#### **What's the objective?**

- The overall goal is to create opportunities for increased sales on the French and Italian markets for Swedish suppliers focusing on selling competence, products and services related to the value chain from energy production to the building, mainly within District Heating and Cooling and the interface to building automation.
- The idea is to present Swedish companies and solutions to key decision-makers in terms of procurement managers, technical experts and business developers, and also to comprehend current and future needs and projects within the participating Energy Operators

#### **When?**

The objective is to organize seminars and B2B meetings with an Italian and a French national or regional operator in December 2014/January 2015.

We look forward to your participation!

For more information, please contact:

Kristofer Svartling, Trade commissioner Italy, [Kristofer.svartling@business-sweden.se](mailto:Kristofer.svartling@business-sweden.se), tel: +39-02863981

Marie Eck, Senior Project Manager, Business Sweden France, [marie.eck@business-sweden.se](mailto:marie.eck@business-sweden.se),

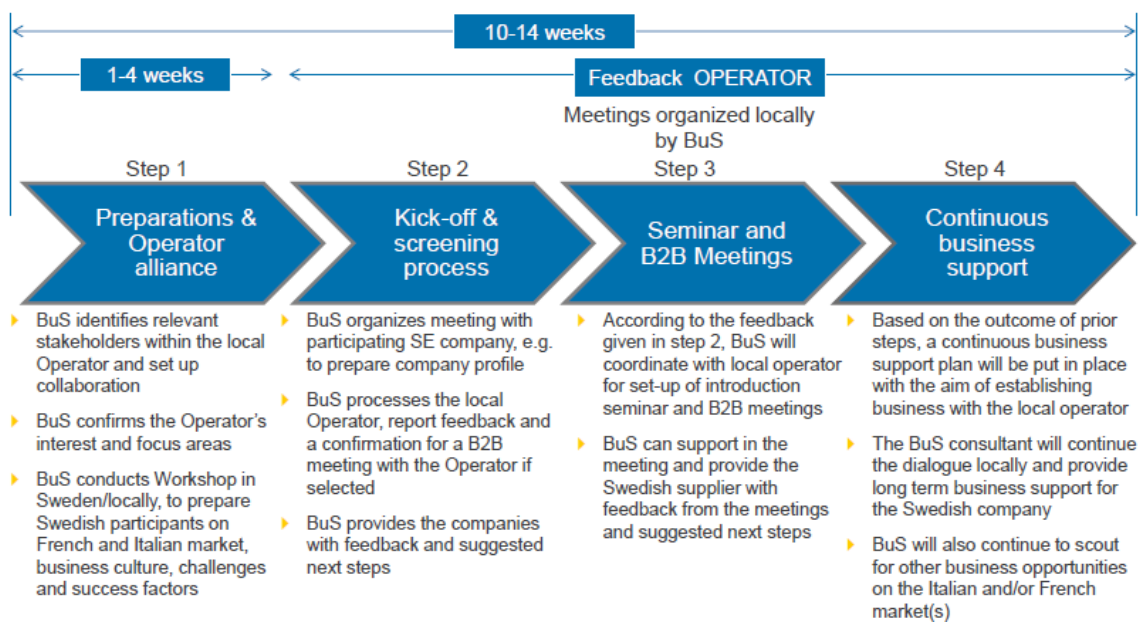
tel: +33 (0)1 33 53 40 85 79

## PROJECT STEPS

# BUSINESS SWEDEN AND SWEHEAT & COOLING OFFERS YOU A TURN-KEY SOLUTION

MILANO AND PARIS, OCT 2014 - JAN 2015

By taking part in the project, Business Sweden will present your company to the local Operators and report feedback regularly



Participation fee:

Steps	Participant Fee* / Market	
	Large companies	SME (Small and Medium Companies) (including 50 % governmental subsidy)**
Step 1: Preparations & Operator Alliance (Financed by Business Sweden)	0 SEK	0 SEK
Step 2: Kick-off & Screening process	10 000 SEK	5 000 SEK
Step 3: Seminar and B2B Meetings	20 000 SEK	10 000 SEK
Step 4: Continuous Business Support and meeting(s)	12 000 SEK/day	6 000 SEK/day

\* Max 2 participants/company, \*\* Limited to 15 companies/market

## REGISTRATION

# BUSINESS SUPPORT TOWARDS FRENCH AND ITALIAN ENERGY OPERATORS

MILANO AND PARIS, OCT 2014 - JAN 2015

- We hereby register for Business Support with Energy Operator in Italy
- We hereby register for Business Support with Energy Operator in France

Registration to be sent no later than November 7, 2014 to: [marie.eck@business-sweden.se](mailto:marie.eck@business-sweden.se)

**Conditions of payment:**

- ▶ The participation fee for step 2 will be invoiced upon acceptance
- ▶ Step 3 is mandatory upon confirmed interest for meeting on behalf of the local Operator and will be invoiced after executed meeting.
- ▶ Step 4 will be invoiced monthly based on the Business Support Plan put in place, and according to actual time spent by Business Sweden consultant
- ▶ An additional charge equal to 10% of the fees will be added to offset operational expenses and local trips within each city
- ▶ Any large expenditures will be paid by participating company but checked in advance
- ▶ Costs for international travels and for transportation of product samples are paid by participating companies
- ▶ Invoicing will be done in SEK. Terms are 30 days after the date of invoicing. Swedish VAT is applicable.

Business Sweden reserves the right to prioritize participants whose products / services are more in line with the Italian and French operators preferences and in the case of low interest, cancel the event.

Applications are binding. Business Sweden's General Conditions for Participation in Joint Export Activities (June 2011) are enclosed

Company: \_\_\_\_\_ Corporate ID: \_\_\_\_\_

Invoicing address: \_\_\_\_\_

Postal Code: \_\_\_\_\_ City: \_\_\_\_\_

Phone/Switchboard: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Email/mobile: \_\_\_\_\_

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

## General Conditions for Participation in Joint Export Activities

### (exhibitions, delegation travels, etc)

**1. General** BUSINESS SWEDEN undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies signs up by giving binding notice of participation and no obstacles specified in section 5 below exist in regard to the performance of the activity.

**2. Participation fee** Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of BUSINESS SWEDEN. Unless otherwise expressly stated, all prices are exclusive of VAT. The participation fee shall be paid in advance.

If the price has been specified in SEK and BUSINESS SWEDEN has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.

In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee.

The term of payment is 30 days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

**3. BUSINESS SWEDEN's undertakings** BUSINESS SWEDEN's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that BUSINESS SWEDEN has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing.

BUSINESS SWEDEN is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

**4. Cancellation etc** Registration is binding. If not stated otherwise in the invitation, upon cancellation of participation the fee will be charged in full as from the date BUSINESS SWEDEN has received and confirmed the company's binding reservation.

**5. Force majeure etc** BUSINESS SWEDEN may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside BUSINESS SWEDEN's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.

BUSINESS SWEDEN shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that BUSINESS SWEDEN will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

**6. Disputes etc** These general conditions shall be governed by and are construed in accordance with Swedish law. Any dispute in connection with these general conditions shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce.