

AREA	SERVICE	DESCRIPTION
INTERNATIONALIZATION	Scouting of foreign buyers interested in B2B meetings	<p>The service is aimed:</p> <ul style="list-style-type: none"> - at analyzing and contacting the best foreign buyers to internationalize the Aerospace Gateway registered company - at arranging B2B meetings, between foreign buyers and AG registered company - at managing the relation between foreign buyer and AG registered company, after the B2B meeting
	Finalization Contract order	<p>This service, supported by the AG Commercial Area, aims to finalize one or more contracts between foreign buyer and AG registered company</p>
	Contract Management	<p>This service, assisted by the AG Commercial Area, supports the AG registered company in handling the contract (and any controversy) with the foreign buyer</p>
MANAGEMENT AND CONTROL	Tender participation/national and international projects	<p>Main activities provided:</p> <ul style="list-style-type: none"> - Continuous scouting of tender notices, national and international projects both in private and government sectors (ex. World Bank notices, EBRD, EU, etc.) - Identification of the tender/project that best suits the AG customer - Support in drawing up the Technical Offer. For example: introduction of the company and the values that it can express in the Expression of Interest (EoI) and Request for Proposal (RfP)
	Project, Cost and Risk Management	<p>This service offers concrete support to the AG customer that in advanced projects needs to:</p> <ul style="list-style-type: none"> - carry out analysis and specific estimates - guarantee the management and the continuous monitoring of the project's life cycle, in every aspect (business opportunity, but also critical issues and risks)
COMMERCIAL AND MARKETING	Business Communication support	<p>On demand support relative to the different activities of business communication, for instance:</p> <ul style="list-style-type: none"> • Projecting and designing logos • Realizing brochures, leaflets and company presentations • Projecting and designing websites • Managing customer's profile on social media • Projecting and realizing company videos • Projecting and organizing sector events
	Commercial Area support	<p>Expected activities from the service:</p> <ol style="list-style-type: none"> 1 In depth interview of the AG registered company to map the business specifics according to the desired expansion on the domestic/foreign market 2 Analysis of potential interest in the market for the AG customer's business development 3 Scouting in Italy and abroad for priority interest buyers within the selected market (see point "2") 4 Research, organization, and management of B2B meetings between the AG customer and the selected buyer, to expand the business opportunities 5 Support to finalize the contract order and to manage the controversies with the buyer