



## INDIVIDUAL PROSPECTING MISSION

You want to explore a foreign market with comprehensive field support: the Crédit Agricole Group with its partner ALTIOS International \* offer a **personalised supported campaign** to establish business relations with targeted partners in the country of your choice.

\* Established in 1991, our partner ALTIOS International has specialised in the consulting and operational support of international exporting companies. ALTIOS International has developed partnership agreements with the Crédit Agricole Regional Banks and LCL.

With its 40 subsidiaries and 750 employees, ALTIOS International has supported more than 12,000 French companies since 1991 in their international growth projects in 24 countries, in order to approach foreign markets in optimal conditions and strengthen their activities.



## BASIC PRINCIPLES

### A 3 STEP PROCESS

1. Startup audit (*half day*)
2. Approach and partners selection (*2 to 3 months*)
3. Presentation of partners (*3 to 5 days*)

### YOU SELECT A COUNTRY AND DEFINE YOUR GOALS.

#### 1. A project manager:

- Precisely refines your company description to make it relevant to the country's market, your objectives, the target profile of the partners to be approached (customers, business partners...) and a schedule of appointments.
- Regularly inform you of the smooth progress of each stage of the mission in the country.

#### 2. The on site local ALTIOS International correspondent:

- Checks the feasibility of your project in your chosen country
- Carries out the assignments from A to Z: prospecting in the field, identifying and approaching targets, validation of the suitability of partners and their offers with the tender specifications, selection of partners, submission of the assignment file with a detailed presentation of each prospect selected.

#### 3. You meet potential partners in the country:

- Our correspondent organises your meeting schedule and introduces you to selected prospects on the market: background on the country, logistics management, presentation of partners, advice during negotiations and support throughout appointments.
- Upon your return, you will debrief the assignment with ALTIOS International and the Crédit Agricole Group.



## **BENEFITS**

- You take advantage of our market knowledge
- You free yourself from prospecting constraints
- You focus on identified targets
- You speed up your international growth
- You benefit from the support of Crédit Agricole Group's international trade experts

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## **AND MORE**

**To prepare your assignment, our international trade experts will provide you with personalised advice on:**

- Financing solutions that are best suited for your prospecting assignment expenses and other expenses related to your export development process,
- Secure payments solutions
- Financing solutions for payment of exports,
- Banking services for the collection of export receivables and the hedging of various financial risks (unpaid, foreign exchange risks)

[SEARCH FOR A COUNTRY PROFILE](#)