

EIBN Business Support Services for European Companies

The EU-Indonesia Business Network (EIBN) is a partnership project between five European bilateral chambers of commerce in Indonesia (BritCham, EKONID, EuroCham, IFCCI, INA) and two counterparts in Europe. The EIBN's aim is to promote Indonesia as high potential trade and investment destination among companies from all EU28 member states, and support them in their endeavor to explore the full potential of the Indonesian market.

Despite the great opportunities Indonesia has to offer, entering the market can be challenging. Accessing timely and accurate information is crucial to the success of European companies in their internationalization process. The EIBN is a platform for all European businesses, providing access to quality data about market prospects, detailed procedures on how to set-up a business in Indonesia and to ask specific questions by sending individual business enquiries.

Moreover, the EIBN offers a set of services specifically designed for European companies to identify and seize the business potential that Indonesia holds.

Pre-Market consultation

Our Pre-Market consultation will provide you with the information that best suits your requirements for a first approach of the Indonesian market.

The Pre-Market Consultation methodology we employ is flexible and tailor-made to your needs, comprising several optional modules comprising: general market information, individual consultation with EIBN's market specialists, verified addresses with contact persons of local companies, relevant associations/government agencies, distributors/agents and service providers, information on related trade fairs and import regulations.

Depending on your specific requirements and questions, the Pre-Market Consultation report will present the following characteristics:

- Length: 5 to 10 pages
- Content: focused information regarding the targeted market, following the EIBN market experts consultation
- Delivery: within 4 weeks



Individual Market Study

Our Individual Market Study is designed to give you an in-depth insight of the targeted market.

Through the analysis of related publications (newspapers, economic magazines, academic papers, industry reports, conference proceedings including official data and statistics), as well as interviews with industry experts (sector associations, market players, Government agencies), our report will map the proper market entry strategies for your company.

Based on your needs, the EIBN provides a tailor-made study with a market analysis of the product/service, distribution channel, import and export overview, relevant associations/distributors/agents, trade fairs, market regulations, entry mode(s) to the market and recommendations.

Depending on your specific requirements and questions, the pre-market consultation report has the following characteristics:

- Length: approximately 30 pages
- General Focus: tailor-made complete market study and empirical research of the concerned sector, including market-entry recommendations.
- Delivery: within 6 weeks

Business Partner Search

The Business Partner Search aims to find the most suitable local partner for your company.

To ensure the quality and reliability of those potential partners in a country as diverse as Indonesia, our service draws from the expertise and field experience of EIBN's partners.

The Business Partner Search is divided into three phases and several steps.

Phase ONE: Consultations, Identification and Customized Shortlist Development.

- a. Individual consultations with your company representative to help us understand better your product or your corporate strategy.
- b. Development of an extensive database listing all possible local partners.
- c. Introduction of your company to the identified possible local partners.
- d. Short-list of interested companies for you to choose from.

Phase TWO: Meeting organization, Accompaniment, and Support.

- a. Meeting organization and roadmap.
- b. Accompaniment in meetings with companies of your choice, with possible communication assistance.

Phase THREE: Follow-up: during the weeks after the meetings, with our team acting as a liaison between you and your business partner.



Beyond the abovementioned services, the EIBN offers at all times in-house Indonesian and European experts to support you with any questions you might want so see answered, such as legal advice, Intellectual Property Rights, country information, among others.

For more information please contact Ms. Triesti Prabawati, Business Services Coordinator, at business@eibn.org or +62 1 52902177.

