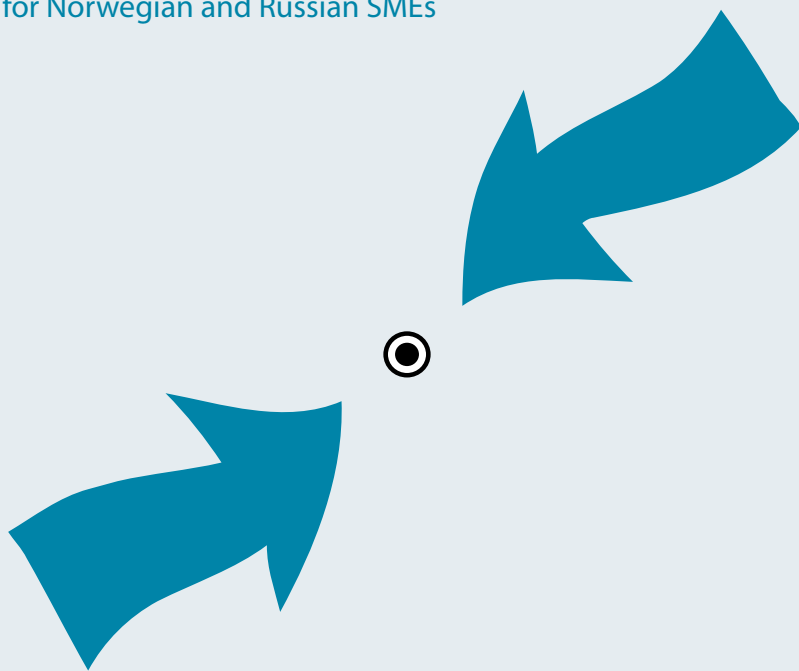


Match Making Program

for Norwegian and Russian SMEs



NRCC
Norwegian-Russian Chamber of Commerce



hnb
Handelskammer
i Svalbard
High North Center for Business

Matchmaking Program (MMP) for Norwegian and Russian SMEs

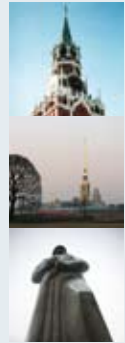
What is MMP?

The Matchmaking Program for Norwegian and Russian SMEs (small and medium-sized enterprises) shall seek to establish direct business links and cooperation between participating Norwegian companies with matching Russian partners. Such cooperation may include investment projects, joint ventures, trade operations, hereunder import and export, etc.

The Matchmaking Program is implemented by the Norwegian-Russian Chamber of Commerce (NRCC) and the High North Center for Business at the Bodø Graduate School of Business (HNC). Financial support is provided by the Ministry of Foreign Affairs of Norway, Nordland County, Innovation Norway, the NRCC and participating Norwegian SMEs.

MMP Goals

- *Strengthen added value in the participating Norwegian and Russian enterprises;*
- *Increase Norwegian investments in Russia;*
- *Facilitate trade between Norway and Russia;*
- *Develop knowledge about market opportunities in Russia and Norway.*



Who can apply?

The MMP is open for small and medium-sized Norwegian enterprises located in Nordland County and Norwegian companies which are members of the Norwegian-Russian Chamber of Commerce (irrespective of their geographical location in Norway). Application is to be sent to the Norwegian-Russian Chamber of Commerce.

Other Norwegian counties may join the MMP by providing financial support for the program. Interested parties may contact the NRCC for more detailed information.

Why MMP?

- Easy and qualified partner search in the North-West District of the Russian Federation and the Moscow Region;
- Open for SMEs from all branches and sectors;
- Specially developed and tailor-made for small and medium-sized Norwegian companies;
- Includes free partner search and advisory services provided by MMP consultants with broad experience, contact network and good knowledge of Russian business, culture and language.



How does MMP work?

Phase 1. Applicant (with assistance from MMP Coordinators) submits a company profile to the NRCC.

Phase 2. The company profile is sent to the Program's National Contact Point in Russia. Search for matching Russian companies is started.

Phase 3. Applicant receives a feedback with profiles about from two to four candidates. After evaluation, the applicant is to select one potential partner.

Phase 4. MMP advisers with competence in Russian business, culture and language execute a pre-feasibility study and prepare a market visit for the applicant.

Phase 5. Applicant visits the selected Russian company/-ies (at own cost) accompanied by an MMP adviser. The goal is to establish cooperation formalized by a Memorandum of Understanding between the two parties.



What is the Participation Fee?

- Participation fee is only NOK 15 000 per Norwegian SME.
- Applicant is responsible for covering his/her own expenses in connection with the market visit to Russia.
- All advisory services offered by the MMP, as well as the advisors' expenses in connection with the market visit to Russia, are covered by the MMP.



Other requirements

- Applicant must be registered in the Norwegian Register of Enterprises (Foretaksregisteret) and have established activities in Norway.
- Activities planned by an applicant in connection with the project in selected geographical areas of the Russian Federation should be related to the applicant's present business activities.
- Applicant should dispose a product/service which has a potential in the Russian market.
- Applicant shall be able to allocate necessary financial, personnel and time resources for the implementation of the project at his/her own costs.
- The participation fee shall be paid up front at the time of the submission of the application.

*A flying start for your business idea in Russia
– read more on www.nrcc.no*

About the Norwegian-Russian Chamber of Commerce (NRCC)

The Norwegian-Russian Chamber of Commerce (NRCC) is a non-profit, non-governmental organization established in 2003 by Norwegian and Russian companies with the aim to stimulate and improve business relations between the two countries.

The NRCC Board and the Council consist of representatives of leading Norwegian enterprises. The Chamber presently offers regular networking events, publications, seminars, business delegations, as well as cultural and ad-hoc events.

In autumn 2008, the NRCC has close to 130 members in Norway and Russia.

NRCC has offices in Oslo (Head Office), Moscow and Kaliningrad, and cooperation agreements with the Chambers of Commerce and Industry in the Russian Federation.

About the High North Center for Business

The High North Center for Business, established in March 2007, has as its goal to contribute to the development of economic cooperation, especially between Norway and Russia.

The Center contributes with research-based competence for Norwegian and Russian businesses that operate or plan to operate in Russia/Norway.

The focus is made on research-based problem solving and competence development in respect to opportunities and challenges in the High North related to different industries such as energy, tourism, fishery, ecology etc.

The Centre is located in Bodø.

Contact information:

Norwegian-Russian Chamber of Commerce (NRCC)

Tel. +47 22 00 29 60, fax + 47 22 00 29 61

E-mail: info@nrcc.no

Web: www.nrcc.no