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Østfold – Bohuslän/Dalsland has arranged

➔ 6 meeting arenas "Partneriat" – Swedish and Norwegian enterprises



➔ 1 meeting arena "Partneriat" – Baltic/Russian and Swedish/Norwegian enterprises



➔ 2 meeting arenas for - Projects och organisations





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Choose "Partneriat" for:

- Enterprises/companies
- Organisations
- Projects



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Business to business

The idea of "Partenariat"

- Arrange a cost-effective meeting arena
- Many short pre-booked meetings between the enterprises
- New contacts for business, network and relationships.
- Knowledge of the enterprises in the region



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Result

- About 850 enterprises/organisations have participated
- Almost 100% follow-up of the meetings
- Over 50% of the companies have established business relations
- Several network has been established



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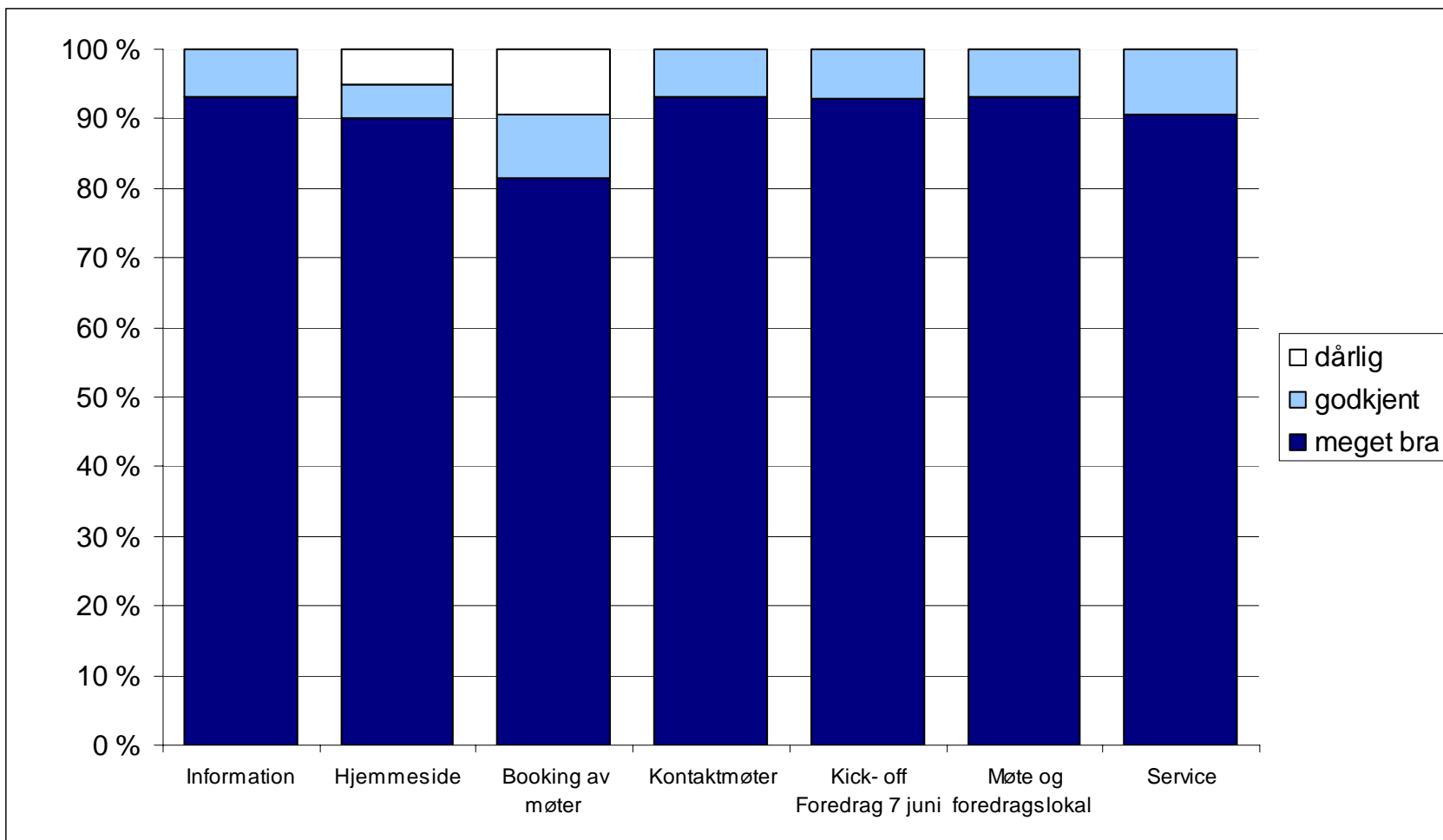
Result

- All activities have received very positive response
- All objectives have been reached
- Costs in accordance to budget
- Good response from the press/media



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Company evaluation 2005





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Borregaard Industries Ltd. (Chemistry)



Øyvind Martinsen
Purchasing Manager

“We have started up a several projects with many of the enterprises who join in the partenariat”



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Sverker Glemring
General Manager

Cabeco AB (car-industry)

“ Focused and effective meetings with customers in a nice and relaxing way. Recommended!”



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The key to success?



- Dialog with the enterprises
- Time and energy in the recruitment process
- Large networks
- High service level
- Only a Swedish/Norwegian meeting arena for industrial & technique enterprises.
- Engaged Project Manager



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How to continue

- Without EU-fonding
- Arrangement every year - week 43
- Close dialogue with the enterprises
- Next meeting in Trollhättan, Sweden, 25 – 26 October 2007



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Organisaziers

- Gränskommittén Østfold – Bohuslän/Dalsland
- West Sweden Chamber of Commerce and Industry
- Municipality of Sarpsborg, Norway
- Municipality of Fredrikstad, Norway



Further information

www.kontaktmesse.com