**Selection criteria for Contractor**

**Study Tour of export-oriented SMEs to EU**

**[Lithuania + Poland] [Baltic countries]**

* **Company size:** Small or medium consulting companies [usually with up to 10 staff], specializing in import promotion to a foreign country; international local business institutions, business schools, specializing in business education, in particular, on global trade [export/import] topics.
* **Location:** selected countries, where the Study Tour to be done preferably;
* **Experience:** 5+ years of operations. Successfully implemented business study projects, export education projects, B2B matchmaking projects for business and targeted sectors.
* **Proven track record** of successful cases of company`s clients, e.g. foreign businesses from different industries, in the particular country or list of different countries.
* **Partnership network:** a company has numerous possible-to-check list of partner experts in various industries.
* **B2B:** results/cases of proven ability to work on finding potential partners.
* **Market intelligence:** examples of market intelligence reports according to the specific requests of their clients is a plus.
* **Experience of cooperation with national trade / export promotion organizations:** experience in organizing trade/business missions in cooperation with national trade / export promotion organizations is a plus.
* **Business reputation:** transparency, official web-site, references.
* Capable to obtain payment from NGO located in Ukraine.
* Has strong business contacts in private sector.