



# Viatcheslav Konchine

**Managing Partner**

SCHWARZ & PARTNER, spol. s r.o.

[export-marketing.eu](http://export-marketing.eu)



## Bilateral Meetings

- Friday 09:00-18:00

Description

**B2B EXPORT MARKETING & CONSULTING services for FINE & BIO food & beverages innovative producers - SMEs wishing to enter the F&B market in Prague as well as in other regions of the Czech Republic and in Slovakia.**

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**since 1998 in Prague**

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**B2B FINE & BIO events in Prague 1**

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**SCAN THE B2B MARKET - FIRST -  
the Czech Republic and in Slovakia**

With over 20 years of export marketing and B2B trade shows and international events experience and competence in the Central & Eastern Europe SCHWARZ & PARTNER recommends you first to present your export offer to the target groups electronically SCHWARZ & PARTNER's network.

E-mail us to export at [export-marketing.eu](mailto:export-marketing.eu) your export offer presentation in pdf\* in one of the following languages: Czech, Slovak or English\*\*

\* an electronically filed document cannot be larger than 700 KB

\*\* if you need a B2B marketing adaptation and translation of your export offer into Czech or Slovak, an additional fee of 70 eur per 1 A4 for the translation and 130 euro per 1 A4 for the adaptation service will be charged extra

**Your electronically filed document will be sent as attachment in pdf to 250 businesses from the FINE & BIO Prague target group\***

**SCHWARZ & PARTNER will send you the names\* of businesses to which your export offer was sent as attachment in pdf**

\*no personal data will be provided.

**It is possible that you will be contacted directly by businesses interested in your export offer or SCHWARZ & PARTNER will be requested to express their interest or wish for further information, samples, participation in a tasting to you.**

**Price: 278,- euro only (netto, without CZ VAT)**

**If your company decides to participate in one of our B2B FINE & BIO Prague events in the same calendar year your company will be entitled to a 200 euro discount on the correspondent registration fee.**

Organization Type

Consulting company, Other

Organization Size

1-10

Founding Year

1998

Email

[cz@export-marketing.eu](mailto:cz@export-marketing.eu)

Country

Czech Republic

City

Prague, Benediktska 5 Prague 1 [Google map](#)

Areas of Activities

**Export-import/distribution**

**Consulting**

**HoReCa**

**Education**

**Investment**

Offer & Request

**SCAN THE B2B MARKET - FIRST - PRAGUE > the Czech Republic and Slovakia**

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**Keywords: HONEY FINE FOOD PRAGUE CZECH CEE F&B FOOD BEVERAGES EXPORT B2B**

**Cooperation Offered**

- 1. Sales / Distribution**
- 2. Other**

**Cooperation Requested**

- 1. Other**

**Offer & Request**

## **B2B FINE & BIO PRAGUE ONE events - guaranteed number of B2B meetings**

Considering the present international situation and possible impacts on B2B F&B events in the Central Europe SCHWARZ & PARTNER offers an innovative format of a target group oriented B2B chamber events with a possibility of individual F&B tastings.

This one-day B2B event is a particularly good opportunity to evaluate the response from potential B2B clients & distributors, adjust the offer and then export to the Czech Republic and possibly to Slovakia.

Prague and especially Prague 1 attracting millions of visitors from different countries of the world every year and having a significant potential in the regional HORECA sector, offers various opportunities to offer new quality foods and drinks to the market.

The FINE & BIO Prague is a rare and comfortable opportunity to learn & taste new products, which, as a rule, were previously not very well known to a broad public in the Czech Republic and personally meet with new suppliers and possibly to make first orders directly and later via internet.

The planned venue: Ventana Hotel Prague\*\*\*\*\*

The venue and time is convenient for F&B managers of hotels, restaurants, bars, wine shop especially in Prague 1 and Prague 2 as well as for importers, retailers and wholesalers of food & beverages, managers of shops, online stores, companies in the HORECA sector in the Czech Republic and Slovakia.

Due to the character of the event and arrangements of the B2B meetings in advance the number of exhibitors is limited to 12 businesses only.

20 B2B meetings with F&B trade or HORECA related contacts are guaranteed and will be arranged per exhibitor. At least 12 B2B meetings are pre-scheduled and the exhibitor receives the names of businesses interested latest 10 working days in advance. Changes are possible.

An exhibitor has one table for B2B meetings and possible tastings.

In a number of regions there is a system of export support, including financing of participation in exhibitions & promotion events abroad. We advise you to consult your regional chamber of commerce and local authorities on possible support in advance.

Registration fee from 500,- EUR only (netto, without CZ VAT).

**Keywords: WINE BIO FINE FOOD OIL FINGER FOOD TEA COFFEE BEVERAGES PRAGUE B2B**

**Cooperation Offered**

1. Other
2. Sales / Distribution

**Cooperation Requested**

1. Other