



VIETNAM MARKET ACCESS

Services for overseas companies to develop business in Vietnam

- 1) **Advertising services for overseas company exhibiting at local trade fairs in Vietnam:** to attract visitors' attentions at your booth in local Trade Fairs, which will be held in Vietnam. Depend on budget for each marketing campaign, we will recommend you choose one or some of the following marketing activities as follows:
 - a. Print advertisement in magazines/ newspapers ... [cost and plus 15% for our service fee]
 - b. Print advertisement (third party services) ... [cost and plus 10% for our service fee]
 - c. Web marketing campaign (which will be use text in our newsletters and banner link direct to your web site from www.export2global.com)
 - d. Or other media coverage (third party services) ... [cost and plus 10% for our service fee]

Other services, to be offered as your requests.

2) Direct mailing campaign

We print your text on letter paper and send your personalized mailing documents to your potential customers/ partners in throughout Vietnam country, to the right hand of person in charge for each company. With, of course, response elements to your company by address return in Vietnam (The North Ltd's mail box, then we forward all of them to your company) or direct to your company address (outside or within Vietnam).

Your company may use this method to send direct mail with purposes as:

- invitation letters for potential customers/ partners visit your company booth in trade fair
- for advertising: company brochures, catalog, machines/ equipment introduction
- to search local sales agent/ distributor/ after sales services partner
- broadcast your company business events, seminar, business meeting, breaking ceremony
- introduction information of your company products/services to the business communities in throughout Vietnam country .etc.

Note: More weight of mails, more costs you spend. We charge you fix costs of following basis services (less than 3 pages A4/mail):

+ **Prices details:** See some of our target list of companies in the end of this document.

Price group A - Addresses to the target group of companies

All addresses included:

- Contact person name
- Company name
- Company address
- City, Postal Code

Our prices basis included:

- local airmail stamps
- white envelopes A4 (*The North mail-box address's or yours*)
- one or two pages documents with one color printing (laser printing, white pager 70-80 gsm/ A4: 210-297cm)

Note: you may provide us your company letter head, envelopes with your company return address, if requires.

	All addresses	Selected addresses
up to 200 addresses	200 USD	300 USD
up to 500	450 USD	700 USD

addresses

up to 1.000 addresses	900 USD	1,200 USD
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*** All of your company return may have as: mails, documents will be collected and forward to your company address at time scheduled - by Airmail/ UPS/ DHL or any - at your choice, and will be charged to your company at cost. ***

Price group B - Addresses for other purposes (search agent/ distributor .etc.)

All addresses included:	Our prices basis included:
- Contact person name	- local airmail stamps
- Company name	- white envelops A4 (<i>The North mail-box address's or yours</i>)
- Company address	- one or two pages documents with one color printing (laser printing, white pager 70-80 gsm/ A4: 210-297cm)
- City, Postal Code	

Note: you may provide us your company letter head, envelopes with your company return address, if requires.

	All addresses	Selected addresses
up to 200 addresses	300 USD	400 USD
up to 500 addresses	550 USD	650 USD
up to 1.000 addresses	1,100 USD	1,200 USD
over 1.000 addresses	1,000 USD*	1,000 USD*

*per thousand

*** All of your company return may have as: mails, documents will be collected and forward to your company address at time scheduled - by Airmail/ UPS/ DHL or any - at your choice, and will be charged to your company at cost. ***

Price group C - Addresses labels for your own single use

All addresses included:	The addresses are available in
- Contact person name	- Self-adhesive labels (for your sending out mail purposes)
- Company name	
- Company address	
- City, Postal Code	

	All addresses	Selected addresses
up to 200 addresses	100 USD	150 USD
up to 500 addresses	250 USD	300 USD
up to 1.000 addresses	500 USD	600 USD
over 1.000	400 USD*	500 USD*

addresses

*per thousand

*** The addresses will be provided for single use only. The delivery time is approx. 5-8 working days after receipt of a written order and payment. ***

Notes: eNORTH's database is available over 130,000 companies in throughout Vietnam country, with full details as below. They are including various kinds of companies/ industries/ businesses as state-owners, private, joint stock, 100% foreign and joint venture companies.

Our database of each target group included:

- Company name
- Contact person (normally is Director, General Director, President, Sales Manager)
- Company address
- City, Postal code
- Telephone
- Fax
- Company legal form
- Email (if available)
- Web-site (if available)

Please note, to be sure that all mails reachable to all recipients in every list, all address details will be in Vietnamese language.

3) "Vietnam business trip/ local factory visiting arrangement" service:

Without office in Vietnam, you may have some obstacles for handle businesses here? It's not so serious matter! Now with our business matching services, in your next business trip to Vietnam, we may arrange for your meeting/ visiting to potential clients/ partners/suppliers/ factory .etc. You will find great convenience services in order to get more results in your business trips, and/or we may also help you find new alternate methods to let keep your costs down and develop your business here as well.

We will manage to arrange from 3-4 pre-qualified meetings per day according to your requirements.

Price only US\$ 450 per day!

Other services may provide as:

- a. Private car and driver for business appointments, airport services includes as requests
- b. Hotel booking
- c. Interpreter business appoints during time businesses hours.

Note: a), b) and c) services will be charged to your company at costs.

With these you not only use our services, but our expertise in local market!

4) Publishing services: in order to server for your various kind marketing strategies, we and some other sources are ready to provide you with qualify services, which help your company ensure the best potential for your clients.

- Publishing documents in newspapers ... [[list of ad costs of newspapers/magazines will be provided](#)]
- Sending documents to target group ... [[see more in Direct mailing campaign](#)]
- Printing catalog/brochures/ leaflets (third party services) ... [[please inform us your requirement](#)]
- Translating documents into Vietnamese:
 - a. Common document: to be provided on request
 - b. Technical document: to be provided on request

5) Local Agent/ Distributor search: we handle business on behalf of your company as local contact for follow-up and assistant your search until you will find-out a good one; with flexible terms, reasonable costs and effective ways!

Vietnam has two distinct markets; Northern and Southern, according to your businesses/ products/ marketing strategy for each market, we will charge you from US\$ 1,000 – USD\$ 5,000+ per month. Contract signing for each 3, 6 or 12 months.

This way, we engage to share our specialist knowledge and resources. We provide your company with local market knowledge and insights. So whether your company wants to use us as a local base within your network, or prefer to develop your own local office, case by case, with varying levels of activity and input, we can provide you company with an approach tailored to your needs.

6) Market research: to identification of you competitive (both local and other foreign companies) technology, products or services, and suppliers/ producers of a product or service in the market.

Please inform us about your requirements, and getting our offers and other details.
Price services from US\$ 2,000 - US\$ 10,000 according to products/ market and specific inquiries.

7) We are now issuing **Export Newsletters** are business bulletins providing information regarding the needs and demands from companies around the world to purchase or import products/ services.

For example: in the subject of Textile and Garment, we are providing the bulletins biweekly, free of charge, to the community of over 1,000 companies of Fiber, Textile and Garment. Let see a sample at: http://www.export2global.com/btxk/btxk_det.html

It's free of charge for you too as if you need to post for buying products/ services in Vietnam - if you want to sell products into Vietnam market, go to Ad Page with a little fee or contact us for discussion that we represent your company in local as "**Vietnam Sales Agent on a commission basis Agreement**".

8) Access Vietnam market through the leading network of Supermarkets managed by one of the biggest Wholesales Corporation in the world: Join us to study and development your own business network in market of over 86 millions peoples. How and which way we can push you goods/ products access Vietnam market by this channel? Contact us for more details.

9) One platform - Worldwide market:

Please contact us for further information

We look forward to the opportunity of doing business with you.
Yours faithfully,

Bui Tung Khanh, Director

PS: See some target list in the next page

COMPANIES LIST IN THROUGHOUT VIETNAM COUNTRY
(Manufacturers, Exporters, Importers, Suppliers, Trading company's .etc...)

No	Group of companies in business sector of	Number of companies	Notes
1	Aquatic & Sea Products	685	
2	Agriculture products, Foodstuffs & Beverages	1,829	
3	Furniture	897	
4	Ceramic & Handicrafts	998	
5	Fiber, Textile & Garment	1,054	
6	Building materials - Interior Decoration	1,242	
7	Foreign companies/representative offices, joint ventures	5,298	
8	Industrial, Technology, Engineering and related companies	2,867	
9	Information and Communication Technology (ICT)	2,257	
10	Medical and Biotechnology	669	
11	Livestock and poultry production and related companies	126	
12	Automotive industry and related companies	897	
13	Hardware, tool, security, locks and fittings	3,647	
14	Household appliances	1,589	
	And other group in total is over 130,000 companies in our database < contact us for more details >.	130,000+	

Last updated: 1st December, 2010