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## **PACIFIC ISLANDS BUSINESS NETWORK SYSTEM REGISTRATION FORM FOR PRODUCT-BASED BUSINESSES**

(There are two different Registration Forms, one for "Product-Based and one for "Service-Based Businesses.

Please ensure that you have the appropriate form. Businesses that provide both products and services should complete both.)

### **Purpose**

The goal of the Pacific Islands Business Network (PIBN) is to place information about the products and services available in Pacific Island nations that are members of the United States-Pacific Islands Nations Joint Commercial Commission. This information is available in electronic form over the Internet and can reach millions of users. This audience includes purchasing agents, individual consumers, and potential overseas investors. The PIBN is an attempt to harness the power of computer and telecommunications technology to project Pacific Islands products to distant markets.

### **How the System Works**

Using the Internet, potential customers around the world access the PIBN information server located at the Pacific Islands Development Program, East-West Center, to retrieve information about Pacific Islands businesses' products and services. The information supplied on the Product-Based and Serviced-Based Business Registration Forms is available to all potential users. Customers should contact businesses directly about their products and services.

### **Ways Your Business Can Benefit**

There are three important ways for Pacific Islands businesses to benefit:

1. **Free Listing on the Database:** By being listed on the Database your firm instantly becomes a potential supplier to businesses that are looking to purchase products and services. This procedure may include publishing the specifications and photograph/representation of your products.
2. **Free Purchase Inquiries:** The next time your business needs to source a specific product or service, the PIBN can supply you with a list of suppliers interested in doing business in the Pacific.
3. **Facilitation Services:** The Pacific Islands Business Network can also assist you in finding joint venture partners, distributors, potential consortium members, etc., from among those potential investors that register their investment interest with the PIBN.

### **Confidentiality of Information**

The more detailed you are in answering the questionnaire, the more effectively the Database services will work for you. All information supplied by you on the questionnaire will be available to users on the PIBN database. All information supplied by potential investors is confidential, and not released without their consent.

### **Assistance**

If you are unsure about any aspect of this form or require clarification on any question, please contact your national trade and investment board or the U.S. Department of Commerce.

# PIBN REGISTRATION FORM - PRODUCT-BASED BUSINESSES

## SECTION 1: Business Profile

Company Name:  Postal Address   Street Address:	Phone Number:                      Fax Number: E-mail address:  Contact Person for Purchase Inquiries:  Position in Company:  General Manager's Name
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What is the main function of your business?

Please give a general description of the types of products you provide.

Please provide your firms four-digit Standard Industrial Classification Code, if known (limit four SIC's)  
 SIC # (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_ (4) \_\_\_\_\_.

Is this enterprise a government/private sector joint project?    Yes     No

Please check any of the following categories that describe business activities in which your business is involved:

Manufacturing	<input type="checkbox"/>	Importing	<input type="checkbox"/>	Retailing	<input type="checkbox"/>
Distribution/Agent	<input type="checkbox"/>	Exporting	<input type="checkbox"/>	Wholesaling	<input type="checkbox"/>

List briefly and describe the capabilities/functions of the equipment, facilities, or technologies your business has. Include details on exactly what these features enable you to do.

Number of staff:

Please check the turnover range applicable to your business (in US dollars).

A. \$0 - \$100,000	<input type="checkbox"/>	B. 100,001 - \$250,000	<input type="checkbox"/>
C. \$250,001 - \$500,000	<input type="checkbox"/>	D. \$500,001 - \$1,000,000	<input type="checkbox"/>
E. \$1,000,001 - \$5,000,000	<input type="checkbox"/>	F. \$5,000,001+	<input type="checkbox"/>

Do you think your business has any products or technologies with export potential?    Yes     No

To which countries have you shipped your products?

List one overseas customer that may be contacted as a reference.

Company Name:	Contact Person:
Mailing Address:	Phone Number:
	Fax Number:

Does your business have any formally recognized quality assurance programs, e.g., I.S.O. 9000 Series?  
 Yes     No     (If yes, please give details:)

The Joint Commercial Commission is in the process of identifying investors seeking opportunities in companies with development/expansion opportunities. Do you seek the investment of overseas capital in your firm?    Yes     No

## SECTION II: Products

Please answer the following questions for EACH different type of product you provide.

**NOTE:** *The survey was designed to cover a wide range of products. Some questions may not seem to be totally appropriate for a particular product. Please try to answer questions as completely as possible.*

What is the product?	Office Use Only	What is the product used for? It is important to know what the purpose or function of the product is. This ensures  <i>1. you do not miss out on purchase inquiries because of variations in terminology.</i>  <i>2. possible uses of your product are not overlooked.</i>	What is the product made of? (Please give the approximate composition where there is more than one main material.)	Please give details on the size and specifications of the product.	How and in what quantities is the product made available for purchase? (volumes you are willing to supply, etc.)

**CONTINUE FROM PREVIOUS PAGE FOR EACH PRODUCT LISTED**

Describe the special features or advantages it has over competitive products.

*State why a particular feature is important to the product and provide specific details on any advantages.*

If your company is the manufacturer of this products, do you think it has export potential? (Please state if you are already exporting and to where.)

What categories describe the role your business takes in the product. List all that apply to each individual product

- A** Manufacturer
- B** Importer (list country of origin)
- C** Wholesaler
- D** Distributor
- E** Retailer
- F** Other (be specific)

Describe the main type of purchaser(s) of this product.

*Be as detailed as possible, eg., write 'sports stores' rather than broad categories like 'retailers'.*

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**IMPORTANT:**

ALSO INCLUDE ANY PROMOTIONAL MATERIAL, BROCHURES, OR PHOTOGRAPHS OF INDIVIDUAL PRODUCTS