INVESTMENT OPPORTUNITIES

Sourcing in the Czech Republic
Promoting business is our business.

CzechInvest’s task is to promote links between Czech and foreign businesses. We are ready to help you fully utilise the partnership opportunities in the Czech Republic by providing the following services:

- assistance in locating suitable suppliers and business partners
- recommendations of suitable joint-venture partners
- networking with Czech companies
- preparation of visits to selected Czech companies
- preparation of seminars and lectures including accommodation by a CzechInvest project manager
- meetings with potential suppliers at tailor-made supplier forums
- arrangement of contacts with members of the Association for Foreign Investment

CzechInvest is its remarkable engineering tradition and high level of technical education. This is what we offer you.

"The Czech Republic attracted us mainly by its remarkable engineering tradition and high level of technical education. This is what we offer you."

Jean-Martin Folz, President of PSA Peugeot Citroen, 2001

"The visit to Czech companies in 2006 was very fruitful and we have identified several opportunities at both the first- and second-tier levels. The preparation and support of CzechInvest were first class. All suppliers were well-prepared and very open in their approach to Nissan Europe. Certainly they were well-prepared and very open in their approach to Nissan Europe."

Geoff Smith, General Manager, Nissan Europe

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Make a date with Czech firms

Information can cost you a fortune

The establishment of a joint venture brings a range of advantages. Firms gain secure access to vast, untapped markets and economies of scale. They can utilise mutual distribution channels and marketing activities while sharing potential start-up and high-research and development costs.

Deutsche Telekom (March 2006)

Supplier forum for 5 MNCs (October 2009)

CzechInvest's fundamental tool for seeking out suitable business partners is comprised of the sector databases of Czech companies. These databases contain more than 3,000 high-quality records with a broad scope of information on Czech suppliers interested in long-term cooperation with foreign partners. The databases are regularly updated and supplemented according to the demands of foreign companies, and contain companies from the following sectors:

- Aerospace
- Automotive
- Electronics and electrotechnics
- IT
- Subcontracting Precision
- Subcontracting Metal
- Materials and packaging
- Engineering
- Energy
- Healthcare, pharmacy and biotechnology

http://suppliers.czechinvest.org

On our website, you will find an on-line database that is a freely accessible simplified version of our own internal databases. Through filtering by sector, technology, products, region, company name and by full text, the database enables fast and simple searching for suitable suppliers and partners from the Czech Republic.

The databases represent a complete summary of information on Czech firms in these sectors in a user-friendly, graphically vivid environment enabling detailed searching. The sector databases are also available on CD.

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Leaving the legwork to us

Do you want to have a look at the production facilities of your potential suppliers or joint-venture partners? The Czech Republic is a small country, which gives it certain advantages. Over the course of a few days, you can visit dozens of firms in every corner of the country and thus find out which company will make the most suitable partners.

CzechInvest's project managers will organise visits exactly according to your requirements. Do you have a list of firms that you would like to check out at first hand? We will contact them for you and prepare the itinerary of your business trip. Are you not sure which firms in the Czech Republic could become your partners? That doesn't matter, as we will seek them out according to your specifications in our database of suppliers.

Examples:

- Parker Hannifin (May 2004)
- JETRO (November 2003, February 2005)
- CONRAD (February 2006)
- VDMA (May 2006)
- KONE (May 2004)
- DELPHI (February 2006)
- HONEYWELL (February 2005)
- ELECTROLUX (January 2006)
- TELEFONICA (March 2006)
- DELPHI (February 2006)
- VDMA (May 2006)
- Supplier forum for 5 MNCs (October 2009)

CzechInvest project manager

Our sector databases offer it for free

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Examples of car makers that have used our automotive database:

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- Aerospace
- Automotive
- Electronics and electrotechnics
- ICT
- Subcontracting Plastics
- Subcontracting Metal
- Materials and packaging
- Engineering
- Energy
- Healthcare, pharmacy and biotechnology

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The databases represent a complete summary of information on Czech firms in these sectors in a user-friendly, graphically rich environment enabling detailed searching. The sector databases are also available on CD.
Our sector databases offer it for free
CzechInvest's fundamental tool for seeking out suitable business partners is comprised of its sector databases of Czech companies. These databases contain more than 2,000 high-quality records with a broad scope of information on Czech suppliers prepared in long-term cooperation with foreign partners. The databases are regularly updated and supplemented according to the demands of foreign companies, and contain companies from the following sectors:
- Aerospace
- Automotive
- Electronics and electronics component
- ICT
- Subcontracting Plastics
- Subcontracting Metal
- Materials and packaging
- Engineering
- Energy
- Healthcare, pharmacy and biotechnology

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The establishment of a joint venture brings a range of advantages. Firms gain access to new markets much more easily than in the case of setting up a new branch or factory, but with substantially lower costs. At the same time, the partners in such a venture can utilise mutual distribution channels and marketing activities while sharing potential risks and high-reward and development opportunities at both the first- and second-tier levels. The preparation and support of CzechInvest were well-prepared and very open in their approach to Nissan Europe. Certainly they were looking for stronger partners with the aim of gaining access to distribution networks, and expect from Czech partners primarily financial resources. Cooperation often begins with short-term projects and develops into a long-term partnership.

Supplier Forum for the German Engineering Federation 2006

Nikolett Deutscher Maschinen- und Anlagenbau- VDMA (Verband Deutscher Maschinen- und Anlagenbau – VDMA)

Participants from the VDMA showed interest in a broad spectrum of requirements for Czech suppliers. A large majority of participants established contacts with Czech companies whose technical equipment and overall production were looking for such stronger partners with the aim of gaining access to distribution networks. This was a rather demanding task due to the number of German firms with various types of production and a broad spectrum of requirements for Czech suppliers. A large majority of participants expressed interest in mutual cooperation, technical equipment and overall production capabilities corresponded to their needs.

Supplier forums

Does your company operate in the manufacturing industry, and are you considering the possibility of using Czech suppliers and would you like to know what they have to offer? If so, you have come to the right place. As a leading B2B promoter, CzechInvest offers tailor-made supplier forums to foreign firms. Organised by CzechInvest's experts with the necessary technical knowledge and financial resources, Cooperations often begins with short-term projects and develops into a long-term partnership.
Agrostroj to produce Japanese professional-grade lawnmowers, thanks to CzechInvest

Pelhřimov-based Agrostroj began in early 2009 production of large professional-grade ride-on lawnmowers under the Japanese brand Chikusui Canycom. Annual production should total 1,000 machines.

Agrostroj Pelhřimov is the largest producer of agricultural technology in the Czech Republic, employing 1,200 people. Agrostroj focuses on production of finished machines and tools; an ever greater part of its production involves cooperation with significant multinational companies.

"Exporting from Japan through half of the planet is relatively expensive and time-consuming, so we wanted to find a way to get closer to our European customers. After consultations with CzechInvest, it was clear that the Czech Republic was the ideal choice," says Hitoshi Kaneyuki, president of Chikusui Canycom.

From its expansive database CzechInvest then prepared for Chikusui Canycom a list of fifteen potential suppliers that could precisely meet the company's requirements. "We had visited five of the selected companies and in the end we chose Agrostroj Pelhřimov due to the quality of its production and testimonials from its existing clients," adds Hitoshi Kaneyuki.

"We expect that the close cooperation with our Japanese partner will bring more Japanese know-how into our company, resulting in higher quality and rationalisation of production. In future this will become apparent particularly in the area of innovations and improvements of the subject of our cooperation," says Lubomír Stoklásek, CEO of Agrostroj Pelhřimov.

Involvement of Czech suppliers in multinational supply chains

Wendell – Dioss & Celco – Matsushita (Panasonic)

In 2006 CzechInvest mediated contact between the Czech company Dioss Nýřany and CELCO of Japan. Dioss offered CELCO its manufacturing space, upon completion of the existing production of batteries for Sanyo, provided the opportunity to use two halls suitable for technologically demanding production. The result is a joint venture of these two companies which supplies printed circuits to Panasonic AVC Networks Czech (Matsushita) in Písek, which assembles LCD and PDP televisions.

Wendell Electronics, a Czech company involved in the third round of the Supplier Development Programme, was chosen as the supplier of circuit boards. This medium-sized Czech firm (410 employees) produces electronics and components for use in consumer electronics, security systems, telecommunications, mechanical engineering and the automotive industry.

With CzechInvest's help, the Czech companies Dioss Nýřany and Wendell Electronics have secured orders worth CZK 500 million.

Development of Czech suppliers

Intensive contribution to company development and competitiveness

Based on the EFQM Model for Excellence, CzechInvest has been running the Supplier Development Project since 2000. Since then the project has assisted more than 150 Czech small and medium-sized enterprises.

The goal of the Supplier Development Project is to improve the ability of Czech suppliers to compete, to ensure good local sources for current investors operating on the domestic market and to increase the attractiveness of the Czech Republic for new investors. The process includes an initial overview of business activities and determination of priorities for further improvement. Within the process the selected suppliers will determine their priorities for further improvement and will formulate detailed long-term plans for improvement, which will enable them to meet the requirements of multinational companies.

Case Studies

Supplier Development Project

Evaluation of suppliers business enterprise based on the model of the European Foundation for Quality Management and other methods with the goal of determining areas for improvement and suggesting specific steps leading to further development of supply abilities.

Statistics:

Average labour-productivity growth 10%
Average turnover growth 15%
Average export growth 45%

*This concerns long-term contracts (at least three years) concluded between multinational company and Czech suppliers. However, it does not exclusively involve contracts concluded with participants in the Programme.
CzechInvest Investment and Business Development Agency is a government organization under the Czech Ministry of Industry and Trade.

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CZECHINVEST HEADQUARTERS
PHONE: +420 296 342 570
FAX: +420 296 342 502
E-MAIL: sourcing@czechinvest.org
WEB: www.czechinvest.org
Stepanska 15, 120 00 Prague 2
Czech Republic

CZECHINVEST WORLDWIDE
FRANCE
PHONE: +33 1 56 24 87 72
E-MAIL: paris@czechinvest.org

UK & IRELAND
PHONE: +44 20 7291 4610
E-MAIL: london@czechinvest.org

GERMANY - MUNICH
PHONE: +49 899 9216 362
E-MAIL: munich@czechinvest.org

JAPAN
PHONE: +81 45 222 2075
E-MAIL: yokohama@czechinvest.org

SOUTHEAST ASIA
PHONE: +852 2530 8806
E-MAIL: southeast-asia@czechinvest.org

USA - EAST
PHONE: +1 312 245 0180
E-MAIL: chicago@czechinvest.org

USA - WEST
PHONE: +1 408 524 1690
E-MAIL: california@czechinvest.org