

# Guidelines for companies

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## Adresa

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[www.page.ba](http://www.page.ba)  
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## System login

The platform can be accessed by opening an Internet browser, entering the following URL in the address bar <https://www.market-access.wb6cif.eu/> , and pressing the enter key – the home page will be displayed in the browser. (Picture no. 1). The platform home page is animated with a red stripe that consists of four modules. The four modules of the system are:

- **Supply chain**  
(Join multinational or regional supply chain.  
Supply Chain module enables you to present your company and introduce your products/services and your resources/capacities to multinational corporations from abroad and from the region.  
Using this tool potential buyers/investors can easily search, contact and choose the most relevant partner company(ies) for their business.)
- **Business to business**  
(Register your company's profile, make business contacts and communicate with potential partners.  
B2B module serves as the marketplace among the WB6 companies where your company can participate in the events, promote its own goods or services and find the appropriate partner(s) from the region.)
- **Event management**  
(Join events organized by WB6 CIF chambers of commerce.  
Event management module helps you to organize the meeting with potential partners and establish cooperation, or simply to select the most relevant event organized by WB6 CIF chambers of commerce and to prepare for active participation.)
- **Supply and demand**  
(Find your partner in the region.  
Supply and Demand module enables you to promote your products/services and search for the needed products / services from partners in the region.)
- **CE Marketing Platform**  
The CE Marketing Platform serves as an entry point to access the Western Balkan 6 page.

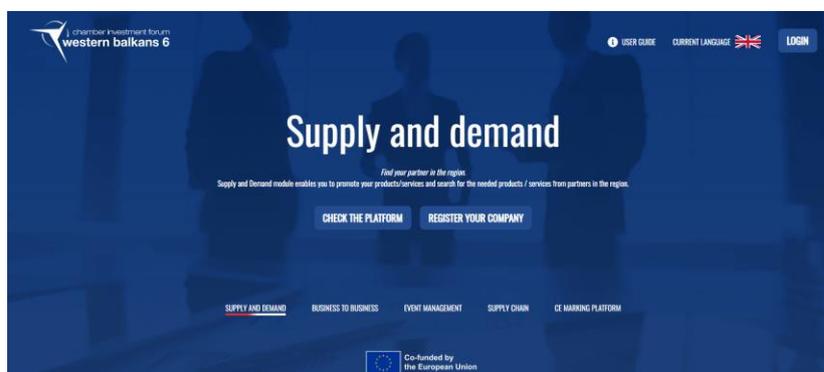
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(Picture no. 1 – System starting page)

**System language** offers several options. English is the default language, and if you want to change it, you can choose another language on the top of the page (Picture no. 2):

- ✓ Serbian
- ✓ Albanian
- ✓ Bosnian
- ✓ Macedonian
- ✓ Montenegrin
- ✓ English

Other languages are not available yet.



(Picture no. 2 – System languages)

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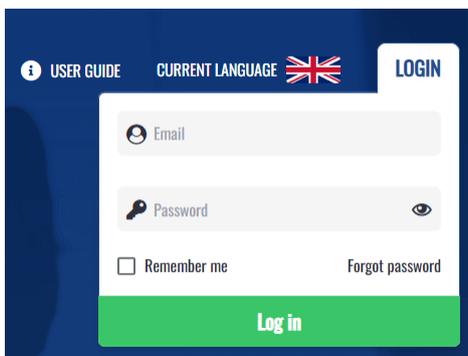
**Access on the system** starts by entering the data (Picture no. 3) in the following fields:

- ✓ Username
- ✓ Password

Credentials can be assigned in a couple of ways. They can be created by an administrator and sent via email, so only the user knows their credentials. They can also be created when the company administrator or the chamber administrator adds a user in the system. In that case, they will also be able to see the user's credentials.

After entering the data (assigned credentials), the process continues with adding additional options:

- ✓ Remember me – By ticking the checkbox, users don't have to re-type their login info on the next visit
- ✓ Forgot password – A feature that can help the users who forgot their password. It is used to receive instructions via email on how to reset the password.

The image shows a login form on a dark blue background. At the top left, there is a 'USER GUIDE' link with an information icon. Next to it is 'CURRENT LANGUAGE' with a UK flag icon. On the top right, there is a 'LOGIN' button. The form itself has two input fields: 'Email' with an envelope icon and 'Password' with a key icon and a toggle eye icon. Below the password field is a 'Remember me' checkbox and a 'Forgot password' link. At the bottom of the form is a large green 'Log in' button.

(Picture no. 3 – Login in)

After entering the credentials in the login fields and clicking on the “Log in” button, home page is displayed.

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(Picture no. 4 – System starting page buttons)

**Starting system page** provides two additional module managing possibilities (Picture no. 4).

**“Check the platform”** (Picture no. 5) provides a limited review of all four system modules. **“Search”** (Picture no. 6) The Search page is designed to help you quickly find companies, products, services, or browse by categories and countries. Below is

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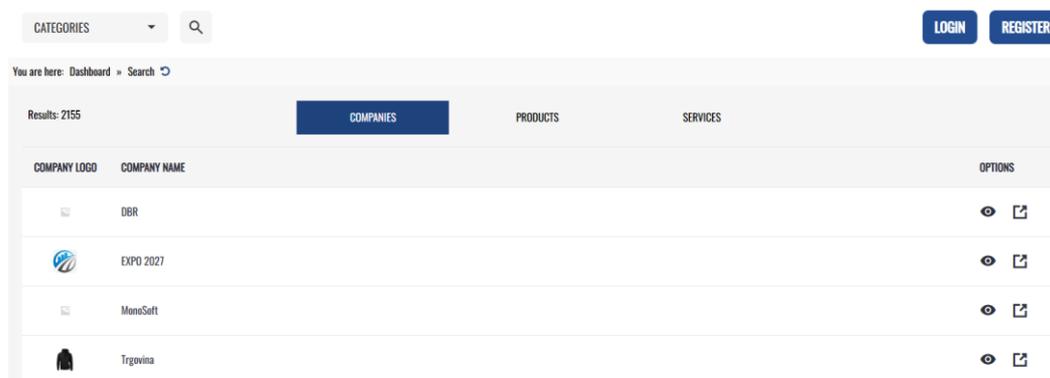
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a detailed explanation of how to use each feature. **“Business to business”** provides a review of the latest companies, products, and services. You can also see their information. On the **“Event management”** central page, there are two fields. The first one, **“My events”**, is blurred and you are able to see the information only if you log in. The second one, **“Public events”** displays the events that have been created and published. **“Supply chain”** provides a review of the latest companies, products, and services. **“Supply and demand”** provides a review of the latest products and services (Picture no. 7). You can log in by clicking the button “Login” in the line menu, or you can register if you are not registered yet by clicking the button “Register. **“CE Marketing Platform”** The **CE Marketing Platform** serves as an entry point to access the Western Balkan 6 page (Picture no. 8).



(Picture no. 5 – Button for checking the platform)



(Picture no. 6 – Module Search)

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CATEGORIES

[LOGIN](#) [REGISTER](#)

You are here: [Dashboard](#) > [Business to business](#) > [Business to business public area](#)

Results: 66

COMPANIES		PRODUCTS	SERVICES			
COMPANY LOGO	COMPANY NAME	COMPANY ID	COUNTRY	CITY	CONTACT PERSON	OPTIONS
	IBR	32124224	Bosnia and Herzegovina	Sarajevo	Djordje Djerdovic	
	EXPO 2027	234242342	Bosnia and Herzegovina	Sarajevo	Djordje Djerdovic	
	Mansoft	22299444	Bosnia and Herzegovina	Pala	Stefan Lakić	
	Trijina	12342311	Bosnia and Herzegovina	Istočno Sarajevo	Milan Milejević	

You are here: [Dashboard](#) > [Event management](#) > [Event management](#)

MY EVENTS

Event 1: [View details](#)

Event 2: [View details](#)

Event 3: [View details](#)

Event 4: [View details](#)

Event 5: [View details](#)

Event 6: [View details](#)

Event 7: [View details](#)

Please [Login](#) or [Register](#) to see event details.

PUBLIC EVENTS

**Event za Testiranje** [REGISTER NOW](#)

Starting on 18.12.2024 | Bosnia and Herzegovina

Ending on 19.12.2024

You are here: [Dashboard](#) > [Supply and demand](#)

Results: 5

PRODUCTS		SERVICES			
PRODUCT IMAGE	PRODUCT NAME	HS CODE	KEYWORDS	SUPPLY / DEMAND	OPTIONS
	Zvina	I SECTION I - LIVE ANIMALS; ANIMAL PRODUCTS	Svinja	Supply	
	Mercedes	XVII SECTION XVII - VEHICLES, AIRCRAFT, VESSELS AND ASSOCIATE...	car	Supply / Demand	
	Test S/D	I SECTION I - LIVE ANIMALS; ANIMAL PRODUCTS		Supply	

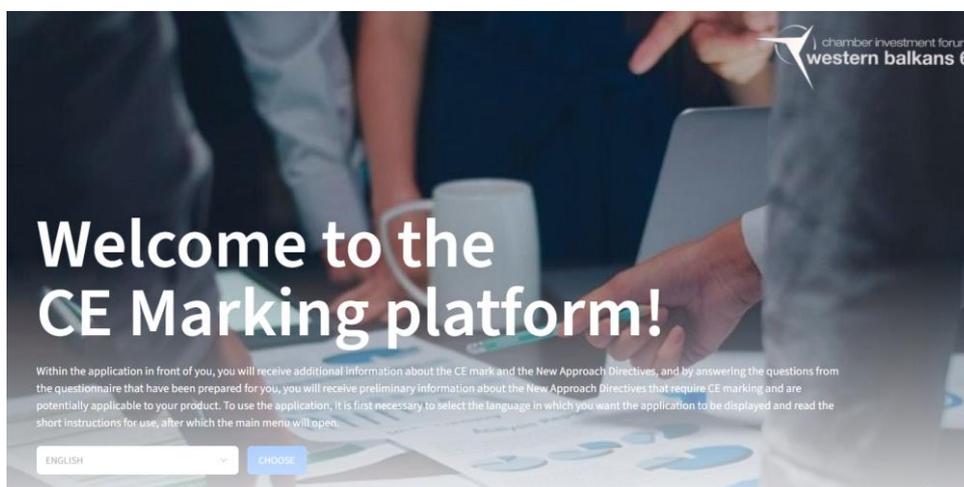
(Picture no. 7 – Checking the platform)

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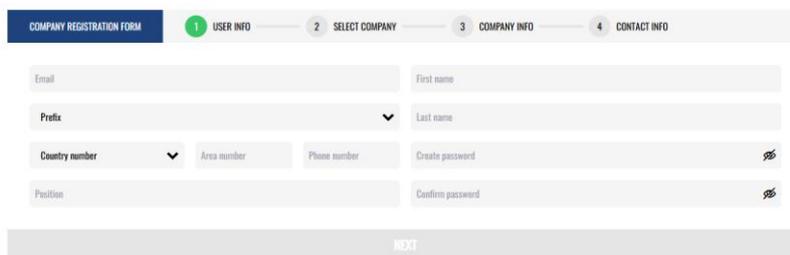
(Picture no. 8 – Western Balkan 6 page)

**“Register your company”** is another option for company administrator and employees (Picture no. 7).



(Picture no. 7 – Button for registering the company)

A click on the button provides the permission to enter the data necessary to register the company in the system (Picture no. 8).



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(Picture no. 8 – Registering the company)

The fields for entering the data on the first step **“Personal information”** are obligatory:

- ✓ Email
- ✓ First name
- ✓ Last name
- ✓ Prefix – choose between two options:
  - I. “Mr”
  - II. “Mrs”
- ✓ Country number – choose one of the assigned options. The first six countries listed are the countries of the West Balkans. arranged alphabetically:
  - I. 355 - Republic of Albania
  - II. 387 – Bosnia and Herzegovina
  - III. 383 – Kosovo
  - IV. 382 – Republic of Montenegro
  - V. 389 – Republic of North Macedonia
  - VI. 381 – Republic of Serbia

Below these six countries, there are other countries listed. User can scroll the list or search it by number or by name

- ✓ Area number
- ✓ Phone number
- ✓ Position
- ✓ Password
- ✓ Confirm password

After entering the data in the registration fields, the button “Next” turns green and transition to the second step “Company information” (Picture no. 9) is available.



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(Picture no. 9 – Company information)

The fields for entering the data in the second step are divided into two groups:

- Register new company
- Choose an existing company

**“Register new company”** is used to enter a new company, which doesn't exist in the system yet (Picture no. 9). The fields for entering the data are:

- ✓ Company name
- ✓ Company
- ✓ Country
- ✓ Postal code
- ✓ City
- ✓ Street, No.
- ✓ Year of establishment – choose a year (1900-2022)
- ✓ Number of employees
- ✓ Company type
  - I. Production
  - II. Services
    - ✓ Is the company multinational?
    - ✓ What is your company interest in? - choose one of the four system modules
      - I. Business to business
      - II. Event management
      - III. Supply chain
      - IV. Supply and demand
        - ✓ Sectors/NACE Classifications – choose one or more of the assigned branches of the company occupation. In addition, you must also specify the exact sphere
        - ✓ Add contact person
          - I. Existing – The one that is already registered in the system
          - II. New – The one that is not in the system yet (Picture no. 10)

After entering the data in the registration fields, by clicking the option “Register”, a new company is added in the system.

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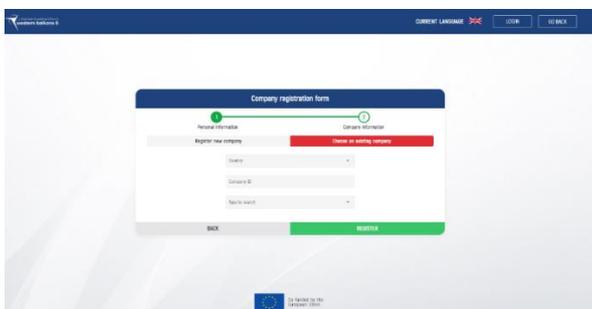
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(Picture no. 10 – Adding a new person)



(Picture no. 11 – Choose an existing company)

**“Choose an existing company”** (Picture no. 11) represents the choice of an existing company in system. The fields for entering the data are:

- ✓ Country – the list is alphabetically arranged
  - I. Republic of Albania
  - II. Bosnia and Herzegovina
  - III. Kosovo
  - IV. Republic of Montenegro
  - V. Republic of North Macedonia
  - VI. Republic of Serbia

Below these six countries, there are other countries listed. User can scroll the list or search it by number or by name.

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- ✓ Company ID
- ✓ Type to search

After entering the data in the registration fields, by clicking the option “Register”, a new person is added to the existing company. The person must also be confirmed by the administrator of the company or the administrator of the system.



(Picture no. 12 – Line menu)

Line menu (Picture no. 12) on the top of the screen displays the following options:

- Current language - English is the default language. Other languages can be chosen on the top of the page:
  - I. English
  - II. Serbian
  - III. Bosnian
  - IV. Albanian
  - V. Montenegrin
  - VI. Macedonian

Other languages are not available yet.

Login – starts by entering the data in the following fields:

- ✓ Username
- ✓ Password

After entering the data in the login fields, click on the button “Log in” and home page will be displayed.

If the company was created during the registration, when the company administrator logs in for the first time, they must fill in other mandatory data first.

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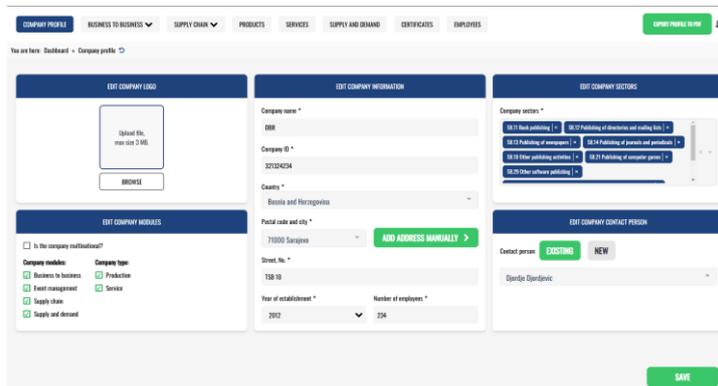
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The first step is the Company profile. It enables you to enter company information (Picture no. 13).



(Picture no. 13 – Company information)

The screen is divided into four groups:

- I. Edit company logo (Picture no. 14) – By clicking on the button “Browse”, an existing photo from the library can be chosen



(Picture no. 14 – Add company logo)

- II. Edit company information (Picture no. 15) – Mandatory fields for data entering are:
  - o Company name
  - o Company ID
  - o Country - choose one of the assigned options. The first six countries listed are the countries of the West Balkans arranged alphabetically:
    1. Republic of Albania

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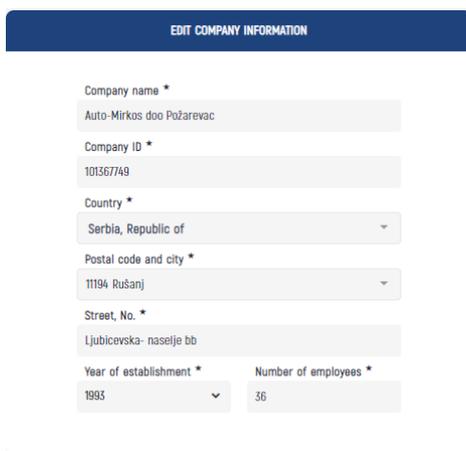
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2. Bosnia and Herzegovina
3. Kosovo
4. Republic of Montenegro
5. Republic of North Macedonia
6. Republic of Serbia

Below these six countries, there is the rest of the country list. User can scroll the list or search it by the number or the name of the country.

- Postal code and city
- Street, No.
- Year of establishment
- Number of employees



EDIT COMPANY INFORMATION

Company name \*  
Auto-Mirkos doo Požarevac

Company ID \*  
101367749

Country \*  
Serbia, Republic of

Postal code and city \*  
11194 Rušanj

Street, No. \*  
Ljubicevska- naselje bb

Year of establishment \*  
1993

Number of employees \*  
36

(Picture no. 15 – Adding company information)

- III. Edit company sectors (Picture no. 16) – The field provided for the data entering is:

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- Company sectors – Choose one or more sectors from the list. It can also be searched by entering the name or the code



(Picture no. 16 – Adding company sectors)

#### IV. Edit company modules (Picture no. 17) – The window provided for choosing company modules and types:

- Is the company multinational? – if this option is marked, only event management or supply chain module can be chosen
- Company modules:
  1. Supply chain  
(Join multinational or regional supply chain. Supply Chain module enables you to present your company and introduce your products/services and your resources/capacities to multinational corporations from abroad and from the region. Using this tool potential buyers/investors can easily search, contact and choose the most relevant partner company(ies) for their business.)
  2. Business to business  
(Register your company's profile, make business contacts, and communicate with potential partners. B2B module serves as the marketplace among the WB6 companies where your company can participate in the events,

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promote its own goods or services, and find the appropriate partner(s) from the region.)

3. Event management

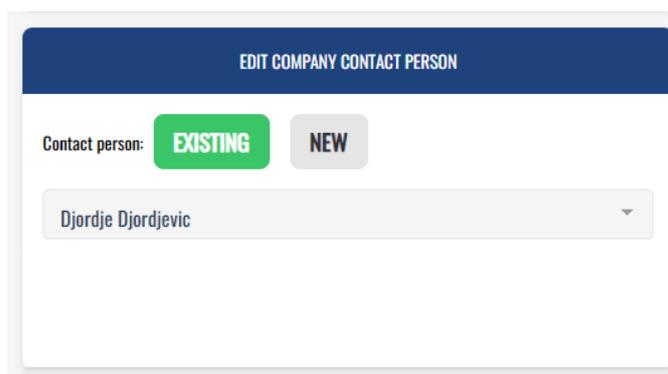
(Join events organized by WB6 CIF chambers of commerce. Event management module helps you to organize the meeting with potential partners and establish cooperation or simply to pick up the most relevant event organized by WB6 CIF chambers of commerce and to prepare for active participation.)

4. Supply and demand

(Find your partner in the region. Supply and Demand module enables you to promote your products/services and search for the needed products / services from partners in the region.)

By marking one or more modules, you decide which modules will be shown in the main menu.

- Company type
- Contact person:
  - Existing – select one from the list
  - New – enter email, first name, prefix, last name, country number, area number, phone number and position



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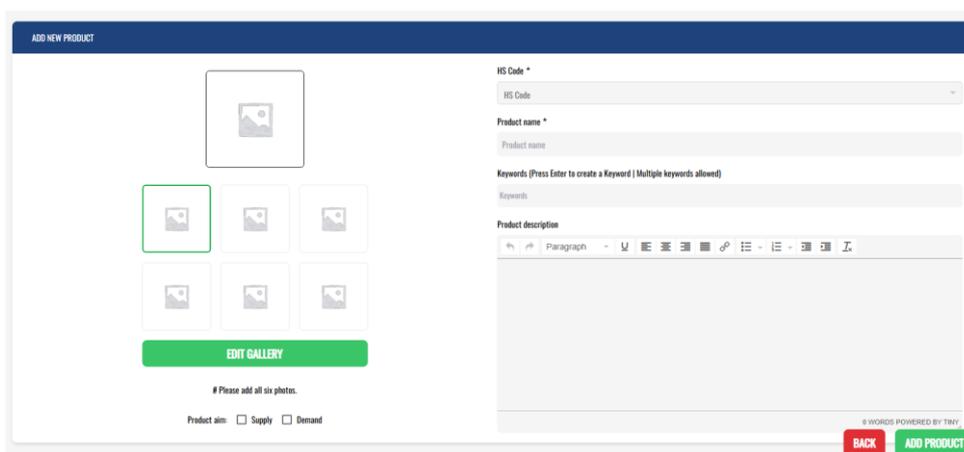
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(Picture no. 17 – Editing company modules)

After entering the data in the corresponding fields, by clicking the button “Save”, company profile is finished.

The second step is adding a new product (Picture no. 18). The fields for entering the data are:

- HS Code – By clicking on this field, you can search for a section and a chapter. It can be chosen by adding one from the list, or by entering the name or the number of codes. It is a mandatory field.
- Product name – By clicking on this field, you can enter a new name or choose an existing one. It is a mandatory field.
- Keywords – Words that will serve as shortcuts. Enter the name in the search bar. After entering the word, it is necessary to press enter
- Product description – Enables you to add an additional text about the product
- Edit gallery – Enables you to add a photo. A file of the maximum size of 3 MB can be uploaded



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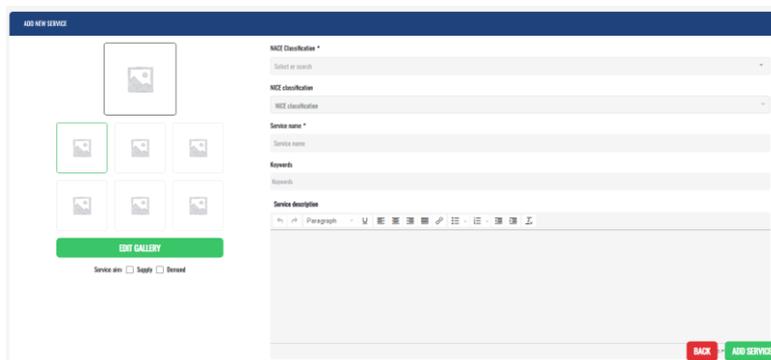
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(Picture no. 18 – Adding a new product)

After entering the data in the fields, by clicking the button “Add product”, company’s new product is added.

The third step is adding a new service (Picture no. 19). The fields for entering the data are:

- NACE Classification – By clicking on this field, you add one from the list. It is a mandatory field
- NICE Classification – By clicking on this field, you enter a number or a word, or you can add one from the list
- Service name – By clicking on this field, you enter a new one or an existing name can be chosen. It is a mandatory field
- Keywords - Words that will serve as shortcuts. Enter the name in the search bar. After entering the word, it is necessary to press enter
- Service description – Enables you to add an additional text about the service
- Edit gallery – Enables you to add a photo. A file of the maximum size of 3 MB can be uploaded



(Picture no. 19 – Adding a new service)

The fourth step is adding a new certificate (Picture no. 20). If the company does not have a certificate, this section should be skipped. The fields for entering the data are:

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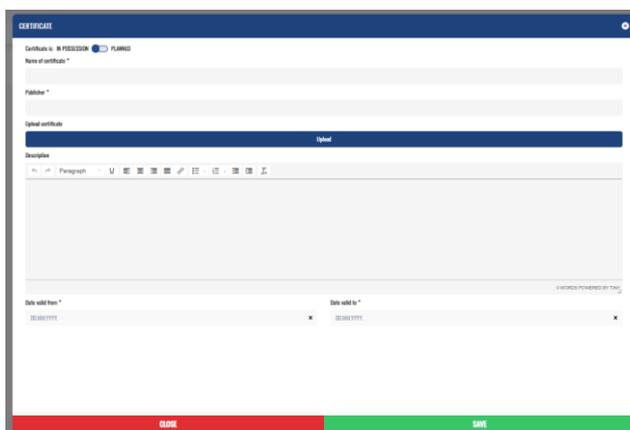
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- Choose if the certificate is in possession or is planned
  - Name of certificate – By clicking on this field, a new name of the certificate is entered, or one from the list can be chosen. It is a mandatory field.
  - Publisher – Enter the name of the publisher. It is a mandatory field.
  - Upload certificate – By clicking on this field, you upload a file
  - Description – Add an additional text about the certificate
- If the option “in possession” is chosen, the following fields are displayed:
- Date valid from
  - Date valid to



(Picture no. 20 – Adding a new certificate)

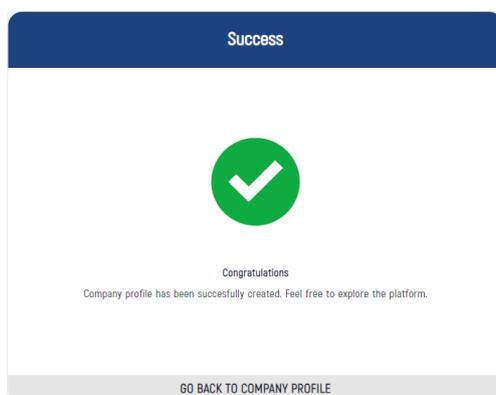
After all the steps are finished, the company profile is successfully created. (Picture no. 21).

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(Picture no. 21 – Finish)

- Go back

**Module Event management** (Picture no. 22) represents one of the four modules on the system. The main menu is displayed on the left. Options displayed in the main menu are:

- Search
- Business to business
- Event management
- Supply chain
- Supply and demand
- Connection
- Message centre
- Favourite companies
- Contact us
- CE Marketing platform

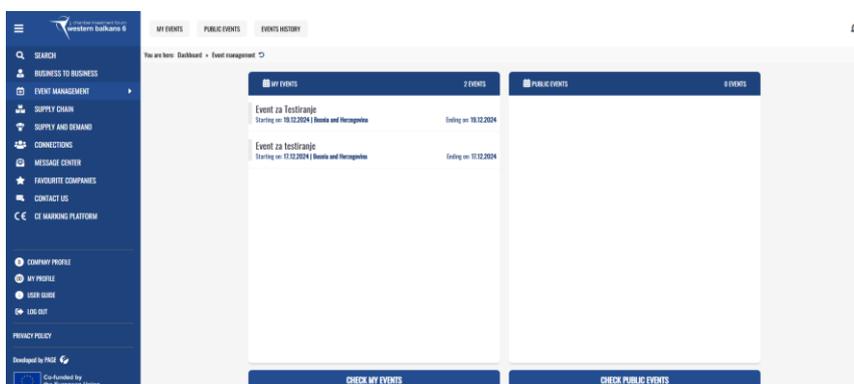
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(Picture no. 22 – Event management)

Other main menu options:

**Company profile** (Picture no. 23) is an option available only for the company administrator. It provides the ability to enter, view, change or delete information. On the top of the screen, there is a line menu (Picture no. 24) with the following options:

- Company profile
- Products
- Certificates
- Employees



(Picture no. 23 – Company profile)

COMPANY PROFILE   PRODUCTS   SUPPLY AND DEMAND   CERTIFICATES   EMPLOYEES



(Picture no. 24 – Line menu)

## Adresa

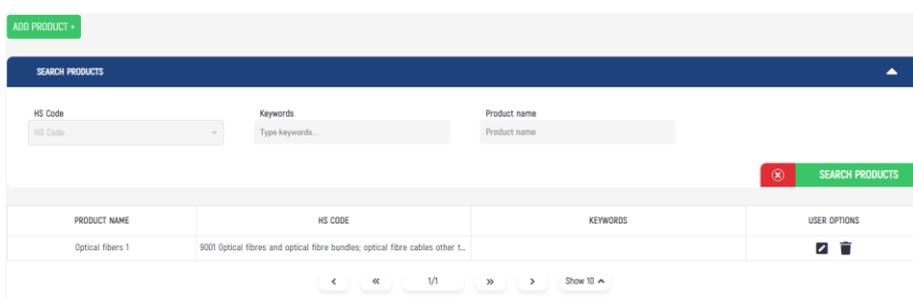
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**Company profile** (Picture no. 13) is the first part of the Company profile line menu. It provides the ability to edit company information, as previously explained.

**Products** (Picture no. 25) is the second part of the Company profile line menu. It will be displayed only if “Production” is marked as the company type. It provides the ability to add, search, edit or delete products. In the upper left corner, there is the option “Add products” (Picture no. 26).



(Picture no. 25 – Products)



(Picture no. 26 – Add product button)

By a click on the button, you enter a new product (Picture no. 27). In the fields enter the following data:

- HS code – obligatory field, by clicking on it, you search or choose one section or chapter
- Product name – obligatory field in which the name of the product is entered
- Keywords – if you want to search for the product, these words will serve as shortcuts
- Product description – additional text about the product

## Adresa

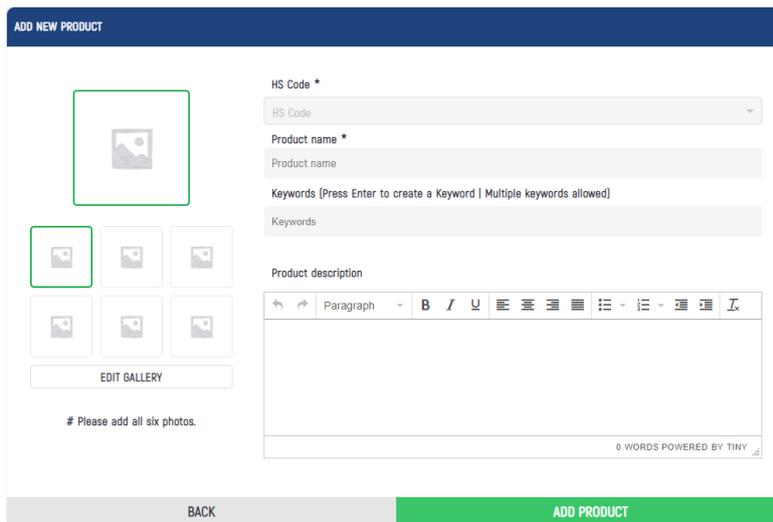
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- Edit gallery – pictures of the product (#please add all six photos)

After entering the data in the fields, by clicking the button “Add product”, a new one is added.



(Picture no. 27 – Adding a product)

The first part of the option **“Products”** (Picture no. 25) refers to products search.

**Search products** provides the following fields for entering the data:

- ✓ HS Code – by clicking on this field, you can enter the exact code, or one from the list can be chosen
- ✓ Keywords – enter a keyword, approximately the exact word
- ✓ Product name – the exact name of the product

After entering the data in the provided fields, a click on the “Search products” button provides you with a review off all the products.

In the second part, there is a table that provides the information displayed in the following columns:

## Adresa

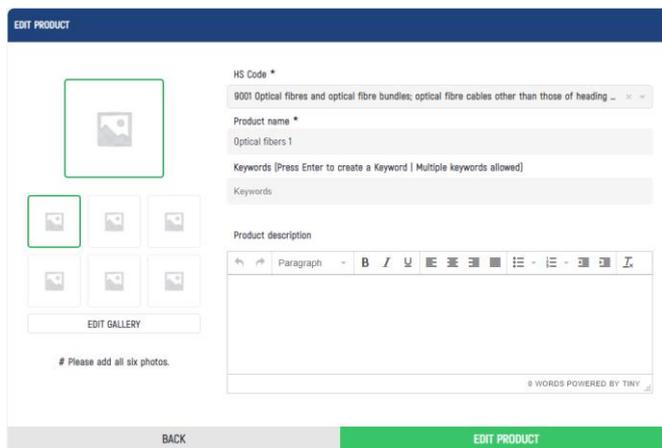
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- ✓ Product name
- ✓ HS Code
- ✓ Keywords
- ✓ User options – a column that has a function. By clicking on the option, a view of the central part is displayed:
  1. Edit product – by clicking on this button (Picture no. 28), edit product window displays the following fields:
    - HS code – obligatory field, by clicking it, one section or chapter is chosen
    - Product name – obligatory field in which you enter the name of the product
    - Keywords – if you want to search for the product, these words will serve as shortcuts
    - Product description – additional text about the product
    - Edit gallery – pictures of the product (#please add all six photos)

After entering the data in the fields, a click on the “Edit product” button enables you to edit it.



(Picture no. 28 – Editing window)

## Adresa

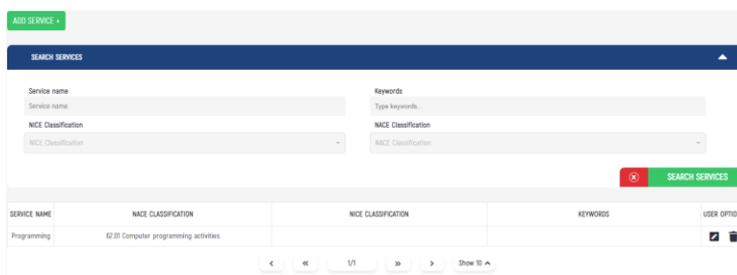
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2. Delete product – a click on this button deletes a product from the system

**Services** (Picture no. 29) is the fourth part of the Company profile line menu. It will be displayed only if the “Service” as the company type is marked. It provides the ability to add, search, edit or delete services. In the upper left corner, there is the “Add service” option. (Picture no. 30).



(Picture no. 29 – Services)



(Picture no. 30 – Add service button)

A click on the button adds a new service (Picture no. 31). In the fields, enter the following data:

- NACE Classification – obligatory field, by clicking it, you search for, or choose one section or chapter
- NICE Classification – the field in which you search for, or enter a class or number of classes
- Service name – obligatory field in which you enter the service name

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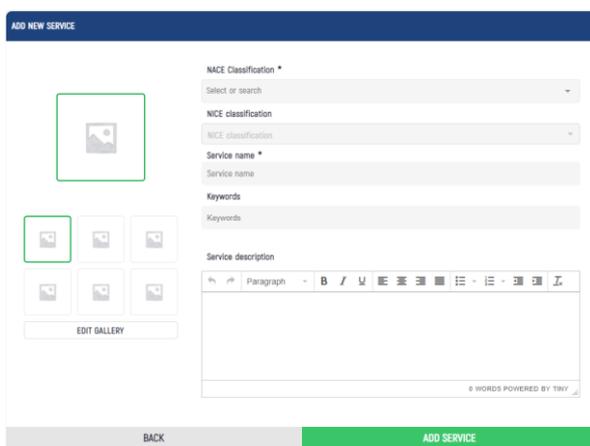
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- Keywords – if you want to search for a service, these words will serve as shortcuts
- Service description – additional text about the service
- Edit gallery – pictures of the service

After entering the data in the fields, by clicking the button “Add service” a new one is added.



(Picture no. 31 – Adding a service)

The first part of the option “Services” (Picture no. 29) refers to services search.

**Search services** provides the following fields for entering the data:

- ✓ Service name – the exact name of the service
- ✓ Keywords – enter a keyword, approximately the exact word
- ✓ NICE Classification – choose one of the classes
- ✓ NACE Classification – choose one of the sectors or chambers

After entering the data in the provided fields, a click on the “Search services” button provides the review of all services.

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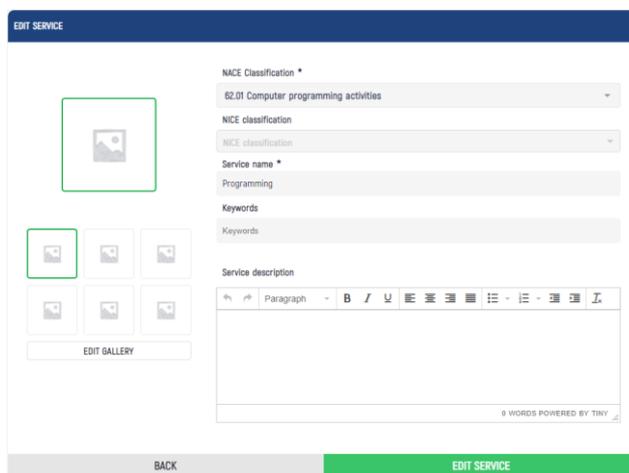
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In the second part there is a table that provides the information in the following columns:

- ✓ Service name
- ✓ NACE Classification
- ✓ NICE Classification
- ✓ Keywords
- ✓ User options – a column that has a function.
  1. Edit service (Picture no. 32)



(Picture no. 32 – Editing window)

1. Delete service – a click on this button enables you to delete a product from the system

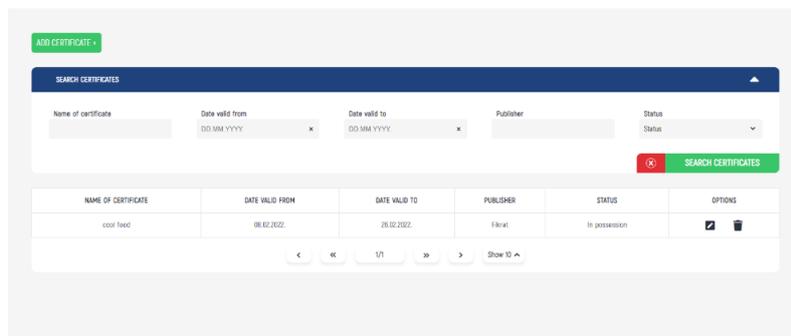
**Certificates** (Picture no. 33) is the sixth part of the Company profile line menu. It provides the ability to add, search, edit or delete certificates. In the upper left corner, there is “Add certificate” option. (Picture no. 34).

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(Picture no. 33 – Certificates)



(Picture no. 34 – Add certificate button)

By clicking on the button, a new certificate is entered (Picture no. 35).

- Certificate is:
  - In possession
  - Planned

If the first option is chosen, the fields for entering the data are the following:

- Name of certificate – obligatory field
- Publisher – obligatory field
- Upload certificate – not obligatory field
- Description – additional text about the product
- Date valid from – if it is in possession
- Date valid to – if it is in possession

If the second option is chosen, the fields for entering the data are the following:

- Name of certificate – obligatory field

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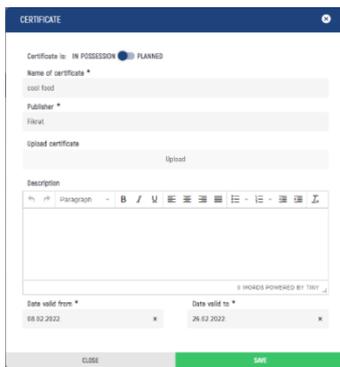
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- Publisher – obligatory field
- Upload certificate – not an obligatory field
- Description – additional text about the product

After entering the data in the fields, by clicking the button “Save”, a new one is added.



(Picture no. 35 – Adding a certificate)

The first part of the option “Certificates” (Picture no. 33) refers to certificate research.

**Search certificates** has the following fields for entering the data:

- ✓ Name certificates – the exact name of the certificates
- ✓ Date valid from
- ✓ Date valid to
- ✓ Publisher
- ✓ Status
  - In possession
  - Planned

After entering the data in the provided fields, a click on the “Search certificates” button provides a review off all certificates.

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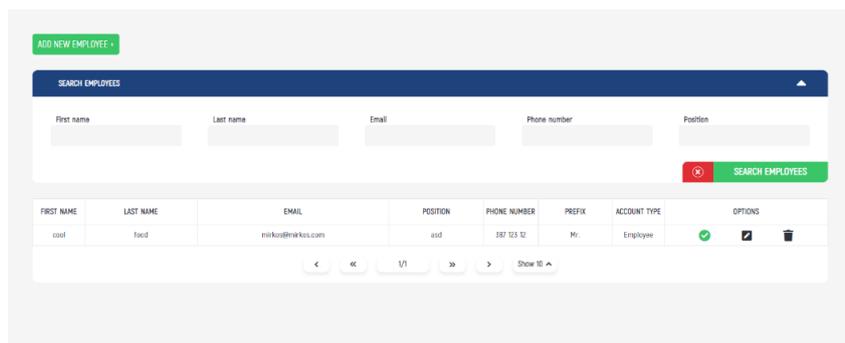
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In the second part, there is a table that provides the information in the following columns:

- ✓ Name of certificate
- ✓ Date valid from
- ✓ Date valid to
- ✓ Publisher
- ✓ Status
- ✓ User options – a column that has a function

**Employees** (Picture no. 36) is the fourth part of the Company profile line menu. It provides the ability to add, search, edit or delete employees. In the upper left corner, there is “Add new employee” option.



(Picture no. 36 – Employees)

A click on this button enables you to enter a new employee (Picture no. 37). In the obligatory fields, enter the following data:

- First name
- Last name
- Email
- Prefix – choose “Mrs” or “Mr”
- Position

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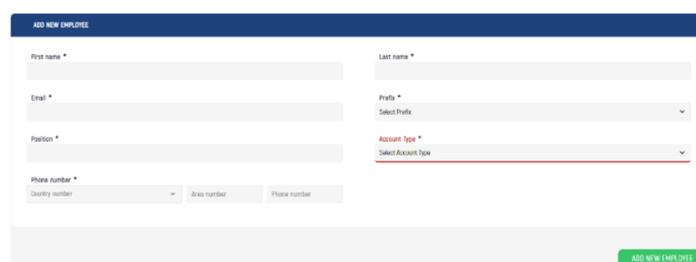
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- Account type – choose “Company ambassador” or “Employee”
- Country phone number
- Area number
- Phone number

After entering the data in fields, a click on “Add new employee” button adds a new one.



(Picture no. 37 – Adding an employee)

The first part of the option “Employee” (Picture no. 35) refers to employee research.

**Search employees** consists of the following fields for entering the data:

- ✓ First name
- ✓ Last name
- ✓ Email
- ✓ Phone number
- ✓ Position

After entering the data in the provided fields, a click on “Search employees” button provides a review off all employees.

In the second part, there is a table that displays the information in the following columns:

- ✓ First name
- ✓ Last name

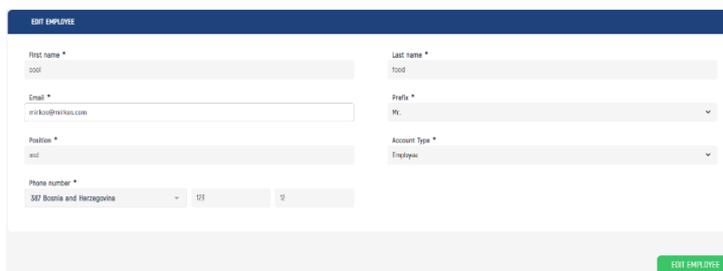
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- ✓ Email
- ✓ Phone number
- ✓ Position
- ✓ Prefix
- ✓ Account type
- ✓ Options – a column that has functions to:
  1. Edit employee – by clicking on this button edit employee window displays the following fields: (Picture no. 38)
  2. Delete employee
  3. Employee status



(Picture no. 38 – Editing employee)

- Edit my profile (Picture no. 39)



(Picture no. 39 – Edit my profile button)

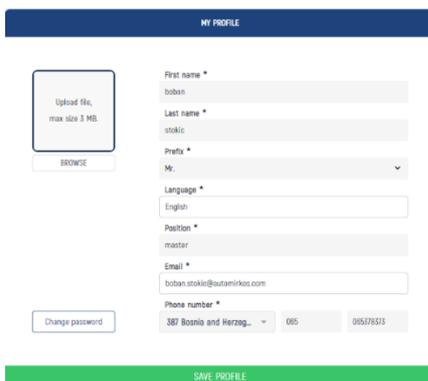
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(Picture no. 40 – My profile view)

The fields that are obligatory (Picture no. 40):

- I. First name
- II. Last name
- III. Prefix – choose one of the assigned options:
  - (a) “Mr”
  - (b) “Mrs”
- IV. Language
- V. Email
- VI. Phone number – choose one of the assigned options. The countries of the West Balkans are listed first, arranged alphabetically:
  - o 355 - Republic of Albania
  - o 387 – Bosnia and Herzegovina
  - o 383 – Kosovo
  - o 382 – Republic of Montenegro
  - o 389 – Republic of North Macedonia
  - o 381 – Republic of Serbia

After these six countries, there is the rest of the country list. User can scroll the list or search it by the number or by the name.

- VII. Area number
- VIII. Phone number

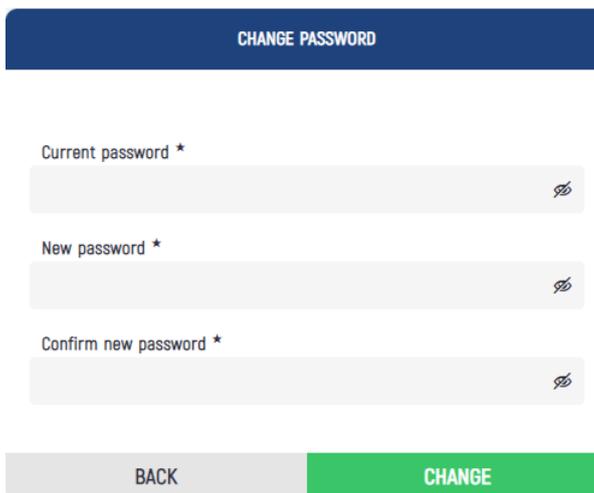
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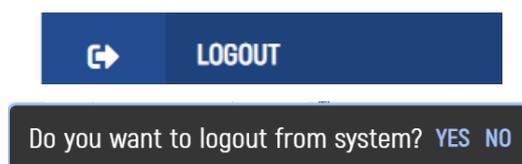
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- IX. Change password – Process of changing the password begins by entering the current password in the “Current password” field, then the user must enter and confirm a new password by clicking on the button “Change” to save changes (Picture no. 41)
- X. Browse – you can change, add, or delete a picture



(Picture no. 41 – Changing a password)

- Logout (Picture no. 42)



(Picture no. 42 – Logout)

**Central part** (Picture no. 43) of the event management displays:

- My events
- Public events

Shortcut options offered are:

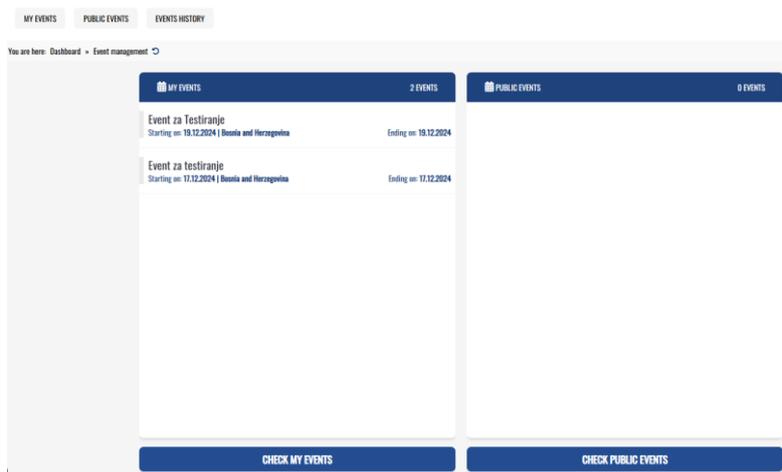
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- ✓ Check my events
- ✓ Check public events
- ✓ Check event history



(Picture no. 43 – Event management central part)



(Picture no. 44 – Line menu)

Line menu (Picture no. 44) options are:

- ✓ My events
- ✓ Public events
- ✓ Event history

On the right side there is:

- ✓ New notifications

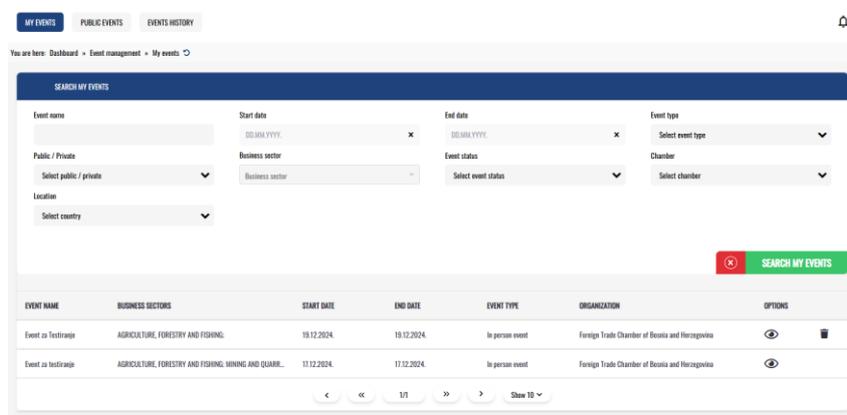
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SEARCH MY EVENTS

Event name:

Start date: DD.MM.YYYY.

End date: DD.MM.YYYY.

Public / Private:

Business sector:

Event status:

Event type:

Location:

Chamber:

SEARCH MY EVENTS

EVENT NAME	BUSINESS SECTORS	START DATE	END DATE	EVENT TYPE	ORGANIZATION	OPTIONS
Event za Testiranje	AGRICULTURE, FORESTRY AND FISHING	10.12.2024.	10.12.2024.	In person event	Foreign Trade Chamber of Bosnia and Herzegovina	
Event za Testiranje	AGRICULTURE, FORESTRY AND FISHING, MINING AND QUARR...	11.12.2024.	11.12.2024.	In person event	Foreign Trade Chamber of Bosnia and Herzegovina	

(Picture no. 45 – My events)

“**My events**” is the first option of the line menu (Picture no. 45). The first part of “My events” refers to the event search:

“Search events” provides the fields for the data input. It consists of the following fields:

- ✓ Event name
- ✓ Start date
- ✓ End date
- ✓ Event type – choose one of the three options
  1. Virtual event
  2. In person event
  3. Hybrid event
- ✓ Business sector – choose one sector from list
- ✓ Public or private
- ✓ Event status – choose one of the three options
  1. Finished
  2. Active
  3. Not started
- ✓ Chamber

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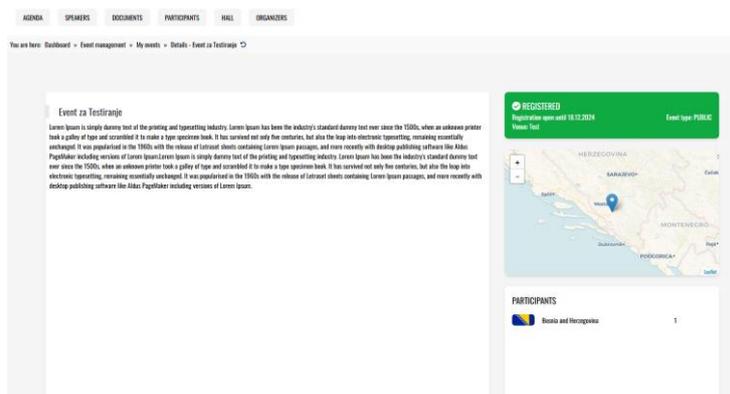
## Kontakt

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After entering the data in the provided fields, by clicking on the button “Search my events” a review off all events is displayed.

In the second part there is a table that displays the following information in the following columns:

- ✓ Event name
- ✓ Business sector
- ✓ Start date
- ✓ End date
- ✓ Event type
- ✓ Organization
- ✓ Options – a column that has a function (Picture no. 46). Clicking on the option provides you with a view of the central part of the selected event
  1. Event name and description
  2. Partners
  3. Event details
  4. Map of the event
  5. Participants



(Picture no. 46 – Options)

There is also the menu line displaying the following options (Picture no. 47):

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- Agenda
- Speakers
- Documents
- Participants
- Hall
- Partners
- New notifications



(Picture no. 47 – Menu line)

**“Agenda”** is the first item of the line menu (Picture no. 48). It provides you with the ability to search sessions that are scheduled to be a part of the event.

SESSION NAME	DAY	SPEAKERS	START TIME	END TIME	HALL	SESSION TYPE	OPTIONS
Serija 001	19.12.2024		09:00	16:00	Sala	Regular Session	

(Picture no. 48 – Agenda)

In the first part, search for a session. The fields that are provided for entering the data are:

- ✓ Day – By clicking on the field you get insight into the calendar, and the date can be chosen
- ✓ Start time – Selecting the field, a list with hours and minutes is displayed

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- ✓ End time – Selecting the field, a list with hours and minutes is displayed
- ✓ Hall – One of the already added Halls can be chosen
- ✓ Session name
- ✓ Session type – One of the options must be selected:
  1. 1:1 Meeting session – A private session between two people
  2. Regular session
  
- ✓ Speaker – By clicking on the field, one of the speakers already entered can be chosen

After entering the data, click on the button “Search session”.

In the second part there is a table that provides the following information:

- ✓ Session name
- ✓ Day
- ✓ Speaker
- ✓ Start time
- ✓ End time
- ✓ Hall
- ✓ Session type
- ✓ Options – a column that has a function. By clicking it, you choose if you are interested in the session

The functions in the column “Options” are:

- My meetings – by choosing this option, a table (Picture no. 49) consisted of the following information is displayed:
  1. Host – The name of the person who sent an invite. Next to their name, green, yellow, or red colour is displayed. Green is an accepted reservation, yellow is a pending reservation and red is a missed reservation
  2. Host company
  3. Guest – The name of the person who is invited

---

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4. Guest company
5. Table – The number of the table where the meeting is held
6. Link – If there is a sent link
7. Start time
8. End time
9. Options – Accept or refuse the meeting

MY MEETINGS - SESIJA 001									
HOST	HOST COMPANY	GUEST	GUEST COMPANY	TABLE	LINK	DAY	START TIME	END TIME	
 cool food	coolfood	boban company	company	1		16.04.2022	16:00	16:15	
									
  									

(Picture no. 49 – My meetings)

- Schedule meeting – by choosing this option, a table (Picture no. 50) consisted of the following information is displayed:
  1. Name – Other guest names
  2. Company
  3. Mail
  4. Options – Request a meeting (Picture no. 51). The time needs to be added, and available times are coloured green. By clicking the option “Save”, the meeting is scheduled.

SCHEDULE MEETING			
NAME	COMPANY	MAIL	OPTIONS
cool food	coolfood	coolfood@coolfood.com	
boban stokic	boban	boban.stokic@automirkos.com	
			

(Picture no. 50 – Schedule meeting)

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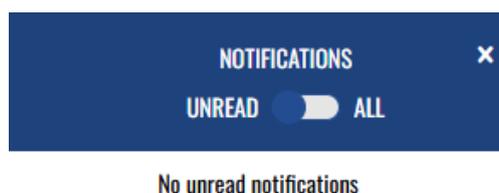
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(Picture no. 51 – Request a meeting)

The user you invited for the meeting will be informed in the “Notification centre” (Picture no. 52). They can accept or refuse the invitation (Picture no. 49).



(Picture no. 52 – Notification centre)

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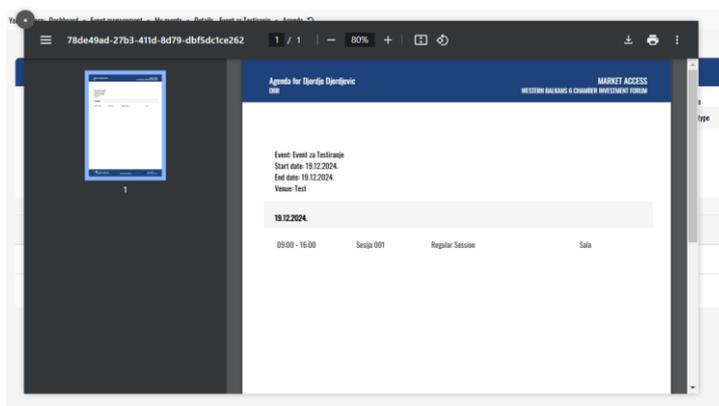
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- Cancel session

In the top right corner, by clicking on the button “Export my agenda” (Picture no. 53), a review of agenda is displayed (Picture no. 54).

**EXPORT MY AGENDA**

(Picture no. 53 – Button Export my agenda)



(Picture no. 54 – Exported agenda)

**“Speakers”** is the second item of the line menu (Picture no. 55). It provides the possibility to view speakers that are scheduled to participate in the event. In the first part, you can search for the speakers. The fields that are provided for entering the data are the following:

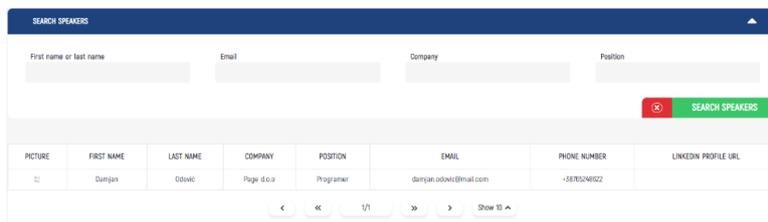
- ✓ First name or last name
- ✓ Email
- ✓ Company
- ✓ Position

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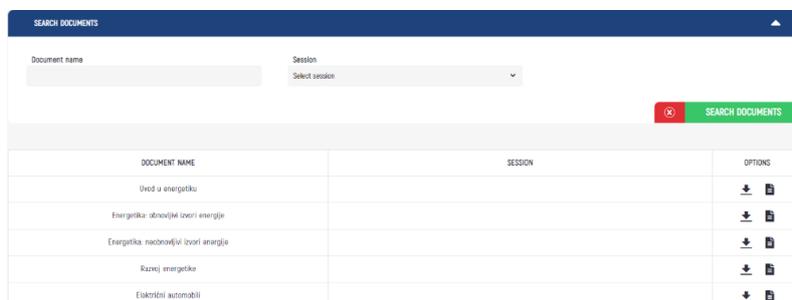
PICTURE	FIRST NAME	LAST NAME	COMPANY	POSITION	EMAIL	PHONE NUMBER	LINKEDIN PROFILE URL
	Damjan	Odovic	Page d.o.o	Programer	damjan.odovic@mail.com	+387(0)62122	

(Picture no. 55 – Speakers)

After entering the data in the fields, click on the option “Search speakers”.

In the second part, there is a table that provides the information about the speaker.

**“Documents”** is the third item of the line menu (Picture no. 56). It provides the possibility to view the documents that are added to the event. Those are all the documents added directly on the event or added on the session.



DOCUMENT NAME	SESSION	OPTIONS
Izveš u energetiku		 
Energetika: obnovljivi izvori energije		 
Energetika: nacionalni izvori energije		 
Razvoj energetike		 
Elektroni automobili		 

(Picture no. 56 – Documents)

In the first part, search for a document. The fields that are provided for entering the data:

- ✓ Document name
- ✓ Session – choose one of the sessions from the list

After entering the data in the fields, click on the option “Search Document”.

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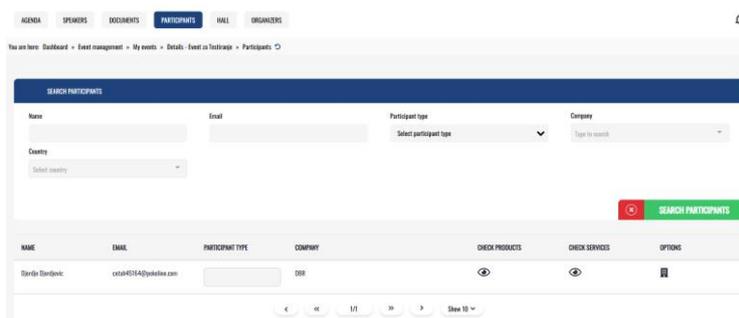
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In the second part there is a table that provides the information about the documents.

**“Participants”** is the fourth item of the line menu (Picture no. 57). It provides the possibility to view the participants that are scheduled to participate in the event. In the first part, you can search for a participant. The fields that are provided for entering the data are:



(Picture no. 57 – Participants)

- ✓ Name
- ✓ Email
- ✓ Participant type
  1. Exhibitor
  2. Visitor
- ✓ Company
- ✓ Country

After entering the data in the fields, click on the button “Search participants”.

In the second part, there is a tabular view of information presented in the following columns:

- ✓ Name
- ✓ Email
- ✓ Participant type
  1. Exhibitor
  2. Visitor

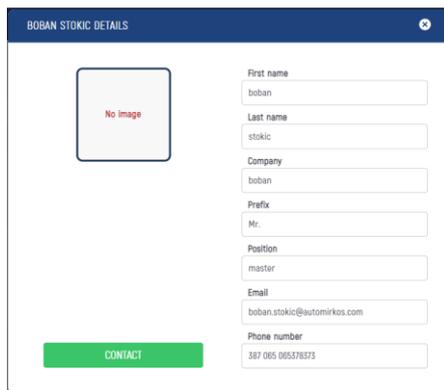
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- ✓ Company
- ✓ Invite status
- ✓ Options
  - Request a meeting – You can request a new meeting
  - Details (Picture no. 58)



(Picture no. 58 – Participant details)

A click on the option “details” opens a new window which provides the possibility of viewing the following data:

- First name
- Last name
- Company
- Prefix
- Position
- Email
- Phone number
- Contact – Clicking on the button leads to “Message centre” (Picture no. 59), where the last contacted people can be seen, and a message to a marked participant can be sent.

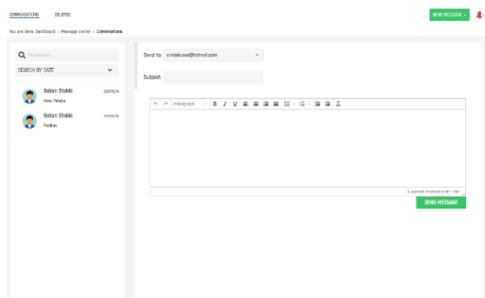
---

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(Picture no. 59 – Message centre)

**“Hall”** is the fifth item of the line menu (Picture no. 60), it provides the ability to view halls that are assigned to the event. In the first part, search for a hall. The fields that are provided for entering the data are:

- ✓ Name



(Picture no. 60 – Hall)

In the second part there is a possibility to view a table with the following information:

- ✓ Name
- ✓ Description

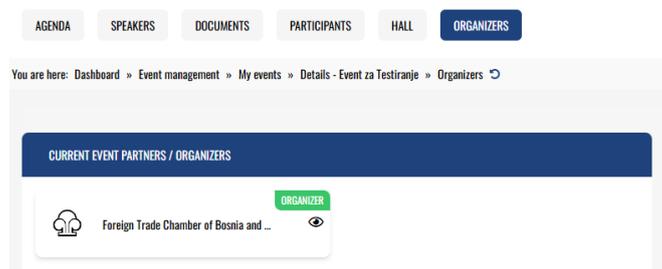
**“Organizer”** is the sixth item of the line menu (Picture no. 61). It provides the ability to view the organizer of the event, people who supported this event. By clicking on this item, you can view all the organizer with their full name and logo.

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(Picture no. 61 – Organizer)

“**Public events**” is the second option of the line menu (Picture no. 62). The first part of the “Public events” refers to the event search:

**Search events** provides the following fields for entering the data:

- ✓ Event name
- ✓ Start date
- ✓ End date
- ✓ Event type – choose one of the three options
  1. Virtual event
  2. In person event
  3. Hybrid event
- ✓ Business sector – choose one sector from list
- ✓ Public or private
- ✓ Chamber

After entering the data in the provided fields, by clicking on the button “Search public events”, a review off all events is displayed.

In the second part there is a table that provides the following information:

- ✓ Event name
- ✓ Business sector
- ✓ Start date
- ✓ End date
- ✓ Event type
- ✓ Organization

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SEARCH PUBLIC EVENTS

DD.MM.YYYY. x

DD.MM.YYYY. x

Select event type v

Business sector v

Select chamber v

SEARCH PUBLIC EVENTS

EVENT NAME	BUSINESS SECTORS	START DATE	END DATE	EVENT TYPE	ORGANIZATION	OPTIONS
asdasd	AGRICULTURE, FORESTRY AND FISHING;	18.02.2022.	22.02.2022.	Hybrid event	Foreign Trade Chamber of Bosnia and Herzegovina	...

< << 1/1 >> > Show 10 v

(Picture no. 62 – Public events)

**“Event history”** The Event History page provides access to a list of completed events with advanced search and filter options.

Below are the key features: You can search for events using the following criteria:

- **Event Name:** Enter the name of the event to find it quickly.
- **Event Type:** Use the dropdown menu to filter events by type (e.g., seminar, workshop).
- **Event Status:** Select the status of the event
- **Business Sector:** Search for events related to specific industries or business sectors.
- **Chamber:** Filter events based on the chamber or organization involved.
- **Location:** Find events held in specific locations.

### Viewing Event Details

- Each event listed in the history includes a **View Details** option.

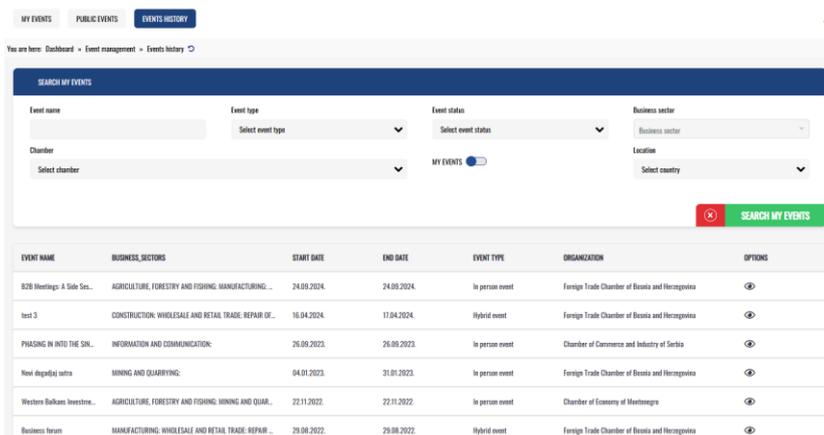
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- Click this button to open a detailed page with information such as the event description, date, speakers, and agenda.



EVENT NAME	BUSINESS SECTORS	START DATE	END DATE	EVENT TYPE	ORGANIZATION	OPTIONS
B2B Meetings: A Side Sec...	AGRICULTURE, FORESTRY AND FISHING; MANUFACTURING...	24.09.2024.	24.09.2024.	In person event	Foreign Trade Chamber of Bosnia and Herzegovina	🔍
test 3	CONSTRUCTION; WHOLESALE AND RETAIL TRADE; REPAIR OF...	16.04.2024.	17.04.2024.	Hybrid event	Foreign Trade Chamber of Bosnia and Herzegovina	🔍
PHASING IN INTO THE SUN...	INFORMATION AND COMMUNICATION	26.09.2023.	26.09.2023.	In person event	Chamber of Commerce and Industry of Serbia	🔍
Novi događaji iz Srbije	MINING AND QUARRYING	04.01.2023.	31.01.2023.	In person event	Foreign Trade Chamber of Bosnia and Herzegovina	🔍
Western Balkans Investee...	AGRICULTURE, FORESTRY AND FISHING; MINING AND QUAR...	22.11.2022.	22.11.2022.	In person event	Chamber of Economy of Montenegro	🔍
Business forum	MANUFACTURING; WHOLESALE AND RETAIL TRADE; REPAIR...	29.08.2022.	29.08.2022.	Hybrid event	Foreign Trade Chamber of Bosnia and Herzegovina	🔍

**Module Business to business** represents one of the four modules on the system. Register your company's profile, make business contacts, and communicate with potential partners. B2B module serves as the marketplace among the WB6 companies where your company can participate in the events, promote its own goods or services, and find the appropriate partner(s) from the region.

It is separated into two parts:

1. Member's area
2. Public area

**Member's area** (Picture no. 63) provides the information about the company in the following fields:

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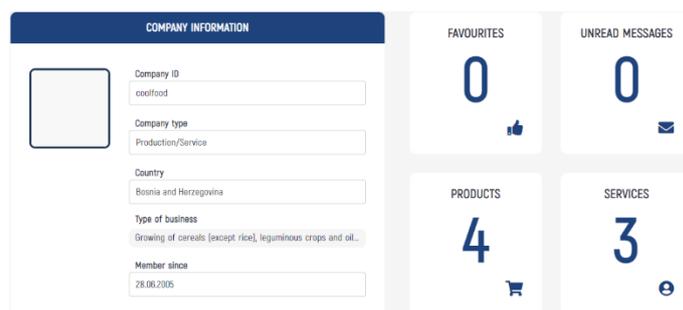
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- Company ID
- Company type
- Country
- Type of business
- Member since

Also, there is numerical information about:

- Favourites
- Unread messages
- Products
- Services



(Picture no. 63 – Member´s area)

**Public area** provides the following information:

Search category (Picture no. 64) options are:

- ✓ Companies – choose category of the company, or click on the sign + to choose an exact part of this category. While searching for exact category,

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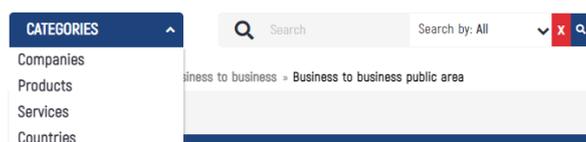
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there is line menu above the categories that follows you through the search and provides the ability to go back on the last one.

- ✓ Products – choose section of products by NACE classification, or click on sign + to choose a chapter, or an exact part of a chapter. While you are searching for the exact category, there is a line menu above the categories that follows you through the search and gives you the ability to go back on the last one.
- ✓ Services – choose class of service by NICE classification, or click on sign + to choose an exact part of class. While you are searching for the exact category there is line menu above the categories that follows you through the search and gives you the ability to go back on the last one.
- ✓ Countries - choose one country from the list of countries arranged alphabetically. The first six countries listed are the countries of the West Balkans.



(Picture no. 64 – Search categories)

On the right side (Picture no. 65) there is search by list option:

- ✓ All



(Picture no. 65 – Search by list)

**Central part** (Picture no. 66) of the business-to-business displays:

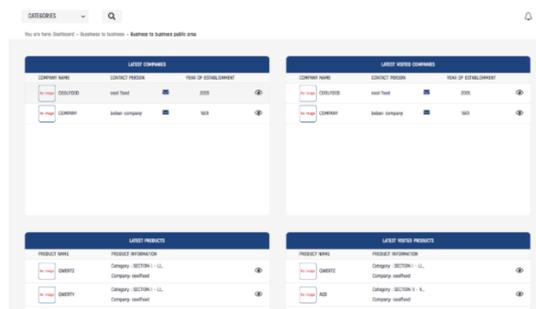
- Latest companies
- Latest visited companies
- Latest products
- Latest visited products
- Latest services
- Latest visited services

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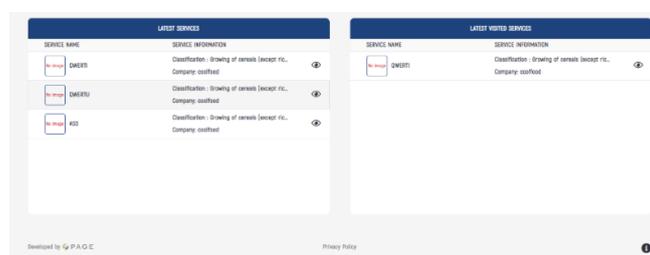
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The screenshot shows a dashboard with four panels. The top two panels are titled 'LATEST COMPANIES'. Each panel contains a table with columns: COMPANY NAME, CONTACT PERSON, and YEAR OF ESTABLISHMENT. The bottom two panels are titled 'LATEST PRODUCTS'. Each panel contains a table with columns: PRODUCT NAME and PROJECT INFORMATION.



The screenshot shows two panels. The left panel is titled 'LATEST SERVICES' and the right panel is titled 'LATEST WRITTEN SERVICES'. Both panels contain a table with columns: SERVICE NAME and SERVICE INFORMATION.

(Picture no. 66 – Business to business central part)

**“Latest companies”** - The first part of business-to-business central view is dedicated to companies. The latest companies are displayed in the list. Columns that provide the information are:

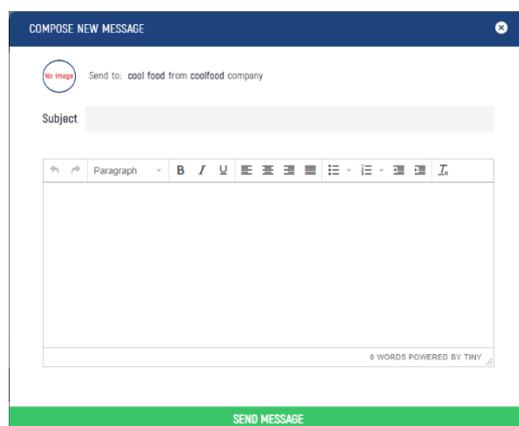
- Company name – Displays a company logo and name
- Contact person – Displays a contact person’s name and a message button (Picture no. 67) which provides the ability to contact a person and a company. There are two fields for entering the data. The first one is the subject and the second one is a text box. The process is done by clicking a “Send message” button.

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(Picture no. 67 – Composing a message)

- Year of establishment – Displays a year in numerals
- View – A click on the view icon opens a company profile as one option from the line menu (Picture no. 68).



(Picture no. 68 – Line menu)

Line menu options are:

- Company profile
- Business to business
- Supply chain
- Products
- Services
- Certificates

**“Company profile”** (Picture no. 69) is the first part of the line menu. It provides the ability to view company information.

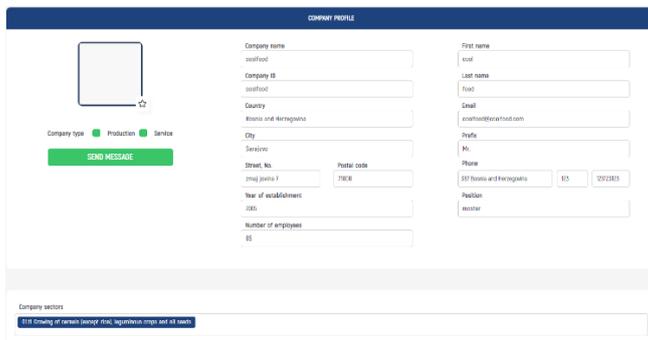
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(Picture no. 69 – Company information)

The screen is divided into two groups:

I. Company profile – Provides the following information:

- Company name
- Company ID
- Country
- City
- Street, No.
- Postal code
- Year of establishment
- Number of employees
- First name
- Last name
- Email
- Prefix
- Phone
- Position

There is also a possibility to contact the company with the “Send message” option.

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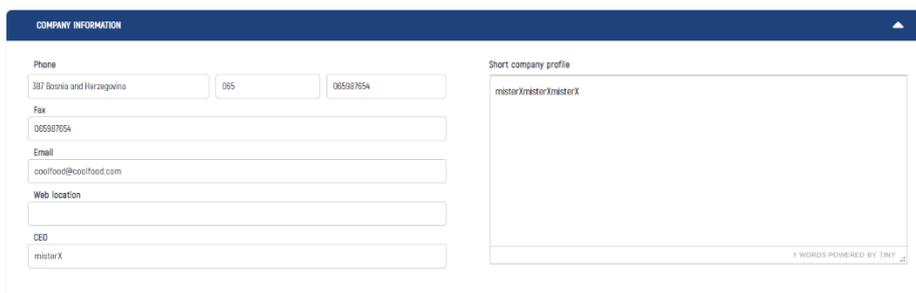
## II. Company sectors

**“Business to business”** is the second part of the line menu. It gives you an ability to view:

- Company information
- Market information
- Business cooperation preferences
- Promo

**“Company”** is the first part of business-to-business editing. The view is separated into two parts. The first one is company information (Picture no. 70). The fields that provide the information are:

- Phone
- Fax
- Email
- Web location
- CEO
- Short company profile



(Picture no. 70 – Company information)

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**“Company data”** (Picture no. 71) is the second part of the company view. The fields that provide the information are:

- Main business activity
- Year
- Annual Turnover (EUR)

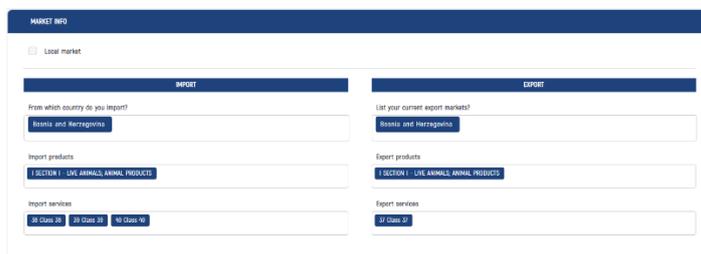


ANNUAL TURNOVER (EUR)	YEAR
32854	2022

(Picture no. 71 – Company data)

**“Market”** (Picture no. 72) is the second part of business-to-business editing. The view is separated into two parts. The first one is import and the second one is export. The fields that provide the information are:

- From which country do you import?
- Import products
- Import services



(Picture no. 72 – Market info)

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The fields that provide the information are:

- List your current export markets?
- Export products
- Export services

On the top, mark if the market is local.

**“Business cooperation preferences”** (Picture no. 73) is the third part of business-to-business. The fields that provide the information are:

- Type of business partners
- Others



(Picture no. 73 – Business cooperation preferences)

**“Promo”** (Picture no. 74) is the fourth part of business-to-business window. The fields that provide the information are:

- Product catalogue
- Promo-video(s)
- Products and company image

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(Picture no. 74 – Promo)

**“Supply chain”** is the third part of the line menu. It provides the ability to view:

- Basic data
- Commercial activities
- Production capacities
- Data on services
- Financial data
- Growth and development plans

**“Basic data”** (Picture no. 75) is the first part of supply chain. The fields that provide the information are:

- Key sectors company supplies
- Average net salary of employees
- The number of employees with higher education
- Movement of employees
- Year



(Picture no. 75 – Basic data)

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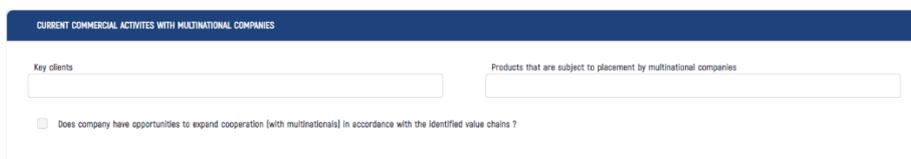
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**“Current commercial activities with multinational companies”** (Picture no. 76) is the second part of supply chain. The fields that provide the information are:

- Key clients
- Products that are subject of placement by multinational companies



(Picture no. 76 – Commercial activities)

There is a field that can be marked:

- Does company have opportunities to expand cooperation (with multinational) in accordance with the identified value chains?

**“Production capacities”** (Picture no. 77) is the third part of supply chain. The fields that provide the information are:

- Key applied technologies
- Technologies that are currently adopted
- Production Capacities
- Number of countries to which company exports
- Position in the supply chain / value of MNC
- Three largest markets to which company exports
- Utilization of production capacities
- Percentage of exports from total sales

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PRODUCTION CAPACITIES		
Key applied technologies (CNC machines, agricul...*	Technologies that are currently adopted	Production Capacities (in units, tones or EUR) *
<input type="text"/>	<input type="text"/>	<input type="text"/>
Number of countries to which company exports	Position in the supply chain / value of MNC	Three largest markets to which company exports
<input type="text"/>	<input type="text"/>	<input type="text"/>
Utilization of production capacities (capacity movements / per... <input type="text"/>	Percentage of exports from total sales <input type="text"/>	

(Picture no. 77 – Production capacities)

**“Data on services”** (Picture no. 78) is the fourth part of supply chain. The fields that provide the information are:

- Key applied technologies
- Technologies that are currently adopted
- Number of countries to which company exports
- Position in the supply chain / value of MNC
- Three largest markets to which company exports
- Percentage of exports from total sales

DATA ON SERVICES		
Key applied technologies *	Technologies that are currently adopted	Number of countries to which company exports
<input type="text"/>	<input type="text"/>	<input type="text"/>
Position in the supply chain / value of MNC	Three largest markets to which company exports	Percentage of exports from total sales <input type="text"/>
<input type="text"/>	<input type="text"/>	

(Picture no. 78 – Data on services)

**“Financial data”** (Picture no. 79) is the fifth part of supply chain. The fields that provide the information are:

- Liquidity ratio
- ROE
- ROA
- Indebtedness ratio

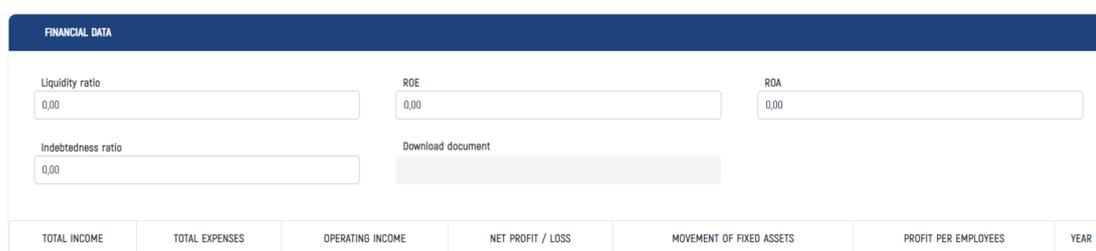
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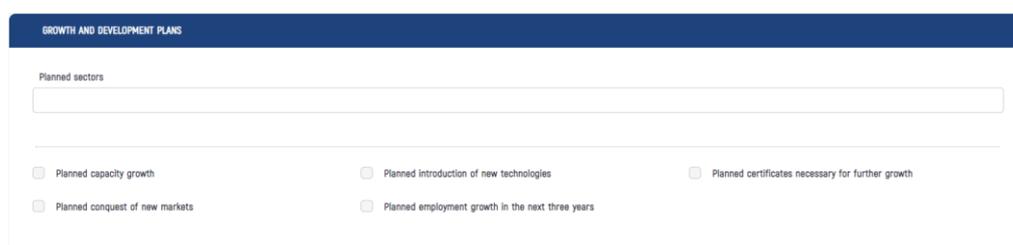
- Download document
- Year
- Total income
- Total expenses
- Operating income
- Net profit/ loss
- Movement of fixed assets
- Profit per employees



(Picture no. 79 – Financial data)

**“Growth and development plans”** (Picture no. 80) is the sixth part of supply chain. The field that provides the information is:

- Planned sectors – One from NACE classification



(Picture no. 80 – Growth and development plans)

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There are fields that can be marked:

- Planned capacity growth
- Planned introduction of new technologies
- Planned certificates necessary for further growth
- Planned conquest of new markets
- Planned employment growth in the next three years

**“Products”** is the fourth part of the Company profile line menu.

**“Services”** is the fifth part of the Company profile line menu.

**“Certificates”** is the sixth part of the Company profile line menu.

**“Latest visited companies”** – The second part of business-to-business central view is dedicated to the last viewed companies. Latest visited companies are displayed in the list. Columns that provide the information are the following:

- Company name
- Contact person
- Year of establishment
- View

LATEST PRODUCTS		LATEST VISITED PRODUCTS	
PRODUCT NAME	PRODUCT INFORMATION	PRODUCT NAME	PRODUCT INFORMATION
 QWERTZ	Category : SECTION I - LL. Company: coofood	 QWERTZ	Category : SECTION I - LL. Company: coofood
 QWERTY	Category : SECTION I - LL. Company: coofood	 ASD	Category : SECTION II - V. Company: coofood
 ASD	Category : SECTION II - V. Company: coofood		

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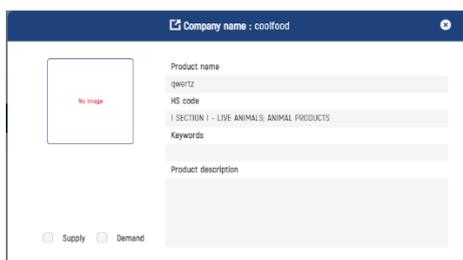
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(Picture no. 81 – Latest products)

**“Latest products”** – The third part of business-to-business central (Picture no. 81) view is dedicated to products. Latest products are displayed in the list. Columns that provide the information are the following:

- Product name – Displays a company logo and name
- Product information – Displays NACE classification category and the company to which the product belongs
- View – A click on the view icon opens a product information (Picture no. 82)



(Picture no. 82– Product information)

Headline of the opened window is the company name. A click on the headline leads to the company profile window. The left side displays an image of the product and if the product is for supply or demand. The right side provides the information in the following fields:

- Product name
- HS Code
- Keywords
- Product description

---

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**“Latest visited products”** – The fourth part of business-to-business central (Picture no. 81) view is dedicated to the latest visited products. Latest products are displayed in the list. Columns that provide the information are the following:

- Product name
- Product information
- View



SERVICE NAME	SERVICE INFORMATION
QUESTI	Classification : Growing of cereals (except ric... Company: coolfood
QUESTI2	Classification : Growing of cereals (except ric... Company: coolfood
ADD	Classification : Growing of cereals (except ric... Company: coolfood

(Picture no. 83 – Latest services)

**“Latest services”** – The fifth part of business-to-business central (Picture no. 83) view is dedicated to services. Latest services are displayed in the list. Columns that provide the information are the following:

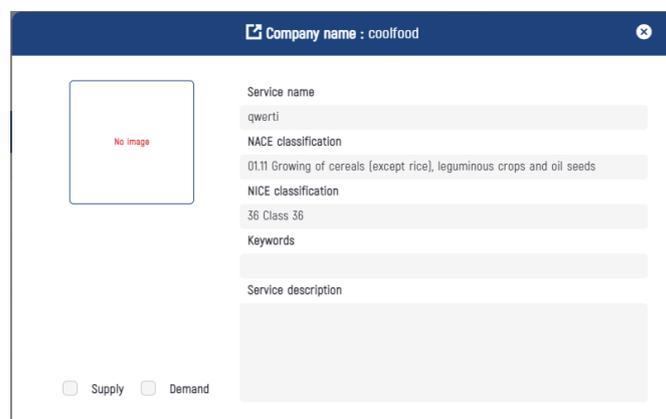
- Service name – Displays a company logo and name
- Service information – Displays NACE and NICE category and a company to which the service belongs
- View – A click on the view icon opens a service information (Picture no. 84)

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(Picture no. 84 – Services information)

Headline of the opened window is the company name. A click on the headline leads to the company profile window. The left side displays an image of services and if the service is for supply or demand. The right side provides the information in the following fields:

- Service name
- NACE Classification
- NICE Classification
- Keywords
- Service description

**“Latest visited services”** – The sixth part of business-to-business central (Picture no. 83) view is dedicated to the latest visited services. Latest services are displayed in the list. Columns that provide the information are the following:

- Service name
- Service information
- View

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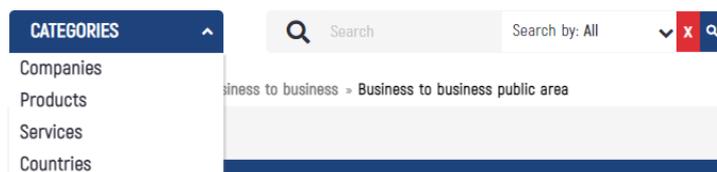
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**Module Supply chain** represents one of the four modules on the system.

Join multinational or regional supply chain. Supply Chain module enables to present your company and introduce your products/services and your resources/capacities to multinational corporations from the region and abroad. Using this tool, potential buyers/investors can easily search, contact, and choose the most relevant partner company for their business.

**Search category** (Picture no. 85) options are:

- ✓ Companies
- ✓ Products
- ✓ Services
- ✓ Countries



(Picture no. 85 – Search categories)

**Central part** (Picture no. 86) of the supply chain displays:

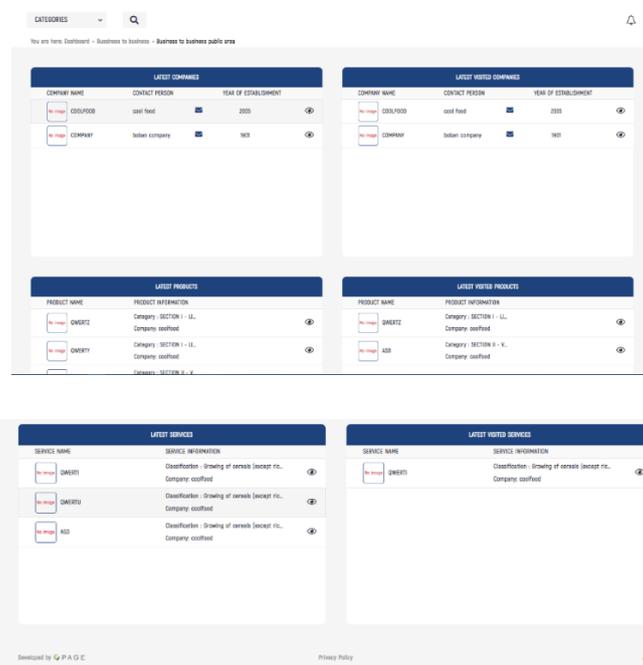
- Latest companies
- Latest visited companies
- Latest products
- Latest visited products
- Latest services
- Latest visited services

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(Picture no. 86 – Supply chain central part)

**“Latest companies”** - The first part of supply chain central view is dedicated to companies. Latest companies are displayed in the list. Columns that provide the information are the following:

- Company name – Displays a company logo and name
- Contact person – Displays a contact person’s name and a message button
- Year of establishment – Displays a year in numerals
- View – A click on the view icon opens a company profile as a one option from the line menu (Picture no. 87).



(Picture no. 87 – Line menu)

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Line menu options are:

- Company profile
- Supply chain
- MNC
- Products
- Certificates
- Employees

**“Company profile”** is the first part of the line menu. It provides the ability to view company information.

Screen is divided into two groups:

1. Company profile
2. Company sectors

**“Supply chain”** is the second part of the line menu. It enables you to view:

- Basic data
- Commercial activities
- Production capacities
- Financial data
- Growth and development plans

**“Basic data”** (Picture no. 88) is the first part of supply chain. The fields that provide the information are:

- Key sectors company supplies
- Average net salary of employees

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- The number of employees with higher education
- Movement of employees
- Year

BASIC DATA			
Key sectors company supplies			
<input type="text" value="68.31 Radio broadcasting"/> <input type="text" value="69.29 Wireless telecommunications activities"/> <input type="text" value="62.01 Computer programming activities"/>			
AVERAGE NET SALARY OF EMPLOYEES	THE NUMBER OF EMPLOYEES WITH HIGHER EDUCATION	MOVEMENT OF EMPLOYEES	YEAR
123456	23	123456	2022

(Picture no. 88 – Basic data)

**“Current commercial activities with multinational companies”** (Picture no. 89) is the second part of supply chain. The fields that provide the information are:

- Key clients
- Products that are subject of placement by multinational companies

CURRENT COMMERCIAL ACTIVITIES WITH MULTINATIONAL COMPANIES	
Key clients <input type="text"/>	Products that are subject to placement by multinational companies <input type="text"/>
<input type="checkbox"/> Does company have opportunities to expand cooperation (with multinationals) in accordance with the identified value chains ?	

(Picture no. 89 – Commercial activities)

There is the following field that can be marked:

- Does company have opportunities to expand cooperation (with multinational) in accordance with the identified value chains?

**“Production capacities”** (Picture no. 90) is the third part of supply chain. The fields that provide the information are:

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- Key applied technologies
- Technologies that are currently adopted
- Production Capacities
- Number of countries to which company exports
- Position in the supply chain / value of MNC
- Three largest markets to which company exports
- Utilization of production capacities
- Percentage of exports from total sales



(Picture no. 90 – Production capacities)

After entering the data click the “Save” button.

**“Financial data”** (Picture no. 91) is the fourth part of supply chain. The fields that provide the information are:

- Liquidity ratio
- ROE
- ROA
- Indebtedness ratio
- Download document
- Year
- Total income
- Total expenses
- Operating income

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- Net profit/ loss
- Movement of fixed assets
- Profit per employees

FINANCIAL DATA						
Liquidity ratio	RDE		RDA			
123.457.000,00	1.234.567.000,00		123.457.000,00			
Indebtedness ratio	Download document					
321.655.000,00						
TOTAL INCOME	TOTAL EXPENSES	OPERATING INCOME	NET PROFIT / LOSS	MOVEMENT OF FIXED ASSETS	PROFIT PER EMPLOYEES	YEAR
123456789	123456789	123456789	23	123456	23	2022

(Picture no. 91 – Financial data)

**“Growth and development plans”** (Picture no. 92) is the fifth part of supply chain. The fields that provide the information are:

- Planned sectors

GROWTH AND DEVELOPMENT PLANS		
Planned sectors		
<input checked="" type="checkbox"/> 58.15 Publishing of newspapers <input checked="" type="checkbox"/> 58.19 Other publishing activities <input checked="" type="checkbox"/> 58.21 Publishing of computer games <input checked="" type="checkbox"/> 58.29 Other software publishing		
<input checked="" type="checkbox"/> Planned capacity growth	<input checked="" type="checkbox"/> Planned introduction of new technologies	<input type="checkbox"/> Planned certificates necessary for further growth
<input checked="" type="checkbox"/> Planned conquest of new markets	<input checked="" type="checkbox"/> Planned employment growth in the next three years	

(Picture no. 92 – Growth and development plans)

There are the following fields that can be marked:

- Planned capacity growth
- Planned introduction of new technologies
- Planned certificates necessary for further growth
- Planned conquest of new markets

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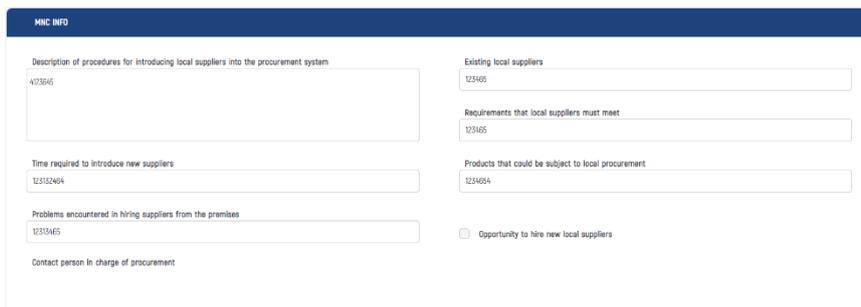
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- Planned employment growth in the next three years

**“MNC”** (Picture no. 93) is the third part of the Company profile line menu. It will be displayed only if “Is the company multinational?” is marked.



(Picture no. 93 – Multinational info)

The fields that provide the information are:

- Description of procedures for introducing local suppliers into the procurement system
- Existing local suppliers
- Time required to introduce new supplier
- Requirements that local supplier must meet
- Products that could be subject to local procurement
- Problems encountered in hiring suppliers from the premises
- Contact person in charge of procurement
- Opportunity to hire new local suppliers

**“Products”** is the fourth part of the Company profile line menu.

**“Services”** is the fifth part of the Company profile line menu.

**“Certificates”** is the sixth part of the Company profile line menu.

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**“Last visited companies”** – The second part of supply chain central view is dedicated to the last viewed companies. Latest visited companies are displayed in the list. Columns that provide the information are the following:

- Company name
- Contact person
- Year of establishment
- View

LATEST PRODUCTS	
PRODUCT NAME	PRODUCT INFORMATION
 QWERTZ	Category : SECTION I - LL. Company: coolfood 
 QWERTY	Category : SECTION I - LL. Company: coolfood 
 ASD	Category : SECTION II - V. Company: coolfood 

LATEST VISITED PRODUCTS	
PRODUCT NAME	PRODUCT INFORMATION
 QWERTZ	Category : SECTION I - LL. Company: coolfood 
 ASD	Category : SECTION II - V. Company: coolfood 

(Picture no. 94 – Latest products)

**“Latest products”** – The third part of supply chain (Picture no. 94) central view is dedicated to products. Latest products are displayed in the list. Columns which provide the information are the following:

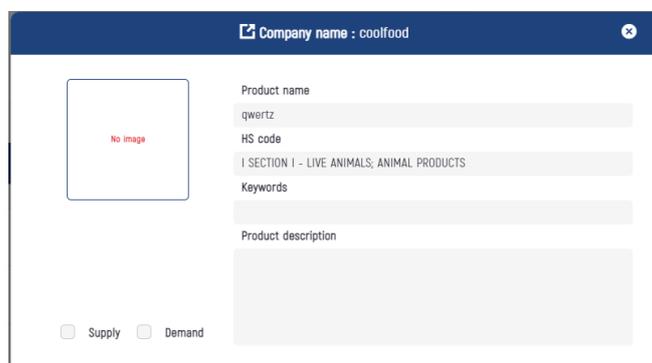
- Product name – Displays a company logo and name
- Product information – Displays NACE classification category and company to which the product belongs
- View – A click on the view icon opens a product information (Picture no. 95)

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The screenshot shows a window titled "Company name : coolfood". On the left, there is a placeholder for a product image with the text "No image". Below this are two radio buttons: "Supply" (selected) and "Demand". On the right, there are several input fields: "Product name" (containing "qwertz"), "HS code" (containing "I SECTION I - LIVE ANIMALS; ANIMAL PRODUCTS"), "Keywords", and "Product description".

(Picture no. 95 – Product information)

Headline of the opened window is the company name. A click on the headline leads to the company profile window. The left side displays an image of the product and if the product is for supply or demand. The right side provides the information in the following fields:

- Product name
- HS Code
- Keywords
- Product description

**“Latest visited products”** – The fourth part of supply chain central view is dedicated to the latest visited products. Latest products are displayed in the list. Columns that provide the information are the following:

- Product name
- Product information
- View

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LATEST SERVICES		LATEST VISITED SERVICES	
SERVICE NAME	SERVICE INFORMATION	SERVICE NAME	SERVICE INFORMATION
 QWERTI	Classification : Growing of cereals (except ric... Company: coolfood	 QWERTI	Classification : Growing of cereals (except ric... Company: coolfood
 QWERTU	Classification : Growing of cereals (except ric... Company: coolfood		
 ASD	Classification : Growing of cereals (except ric... Company: coolfood		

(Picture no. 96 – Latest services)

**“Latest services”** – The fifth part of supply chain (Picture no. 96) central view is dedicated to services. Latest services are displayed in the list. Columns that provide the information are the following:

- Service name – Displays a company logo and name
- Service information – Displays NACE and NICE category and company to which the service belongs
- View – A click on the view icon opens a service information (Picture no. 97)

Company name : coolfood
✕

No image

Service name

qwerti

NACE classification

01.11 Growing of cereals (except rice), leguminous crops and oil seeds

NICE classification

36 Class 36

Keywords

Service description

Supply
  Demand

(Picture no. 97 – Services information)

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Headline of the opened window is the company name. A click on the headline leads to the company profile window. The left side displays an image of services and if the service is for supply or demand. The right side provides the information in the following fields:

- Service name
- NACE Classification
- NICE Classification
- Keywords
- Service description

**“Latest visited services”** – The sixth part of supply chain central view is dedicated to the latest visited services. Latest services are displayed in the list. Columns that provide the information are:

- Service name
- Service information
- View

**Module Supply and demand** represents one of the four modules on the system. Find your partner in the region. Supply and Demand module enables you to promote your products/services and search for the needed products / services from partners in the region.

**Search category** (Picture no. 98) options are:

- ✓ Products
- ✓ Services
- ✓ Countries

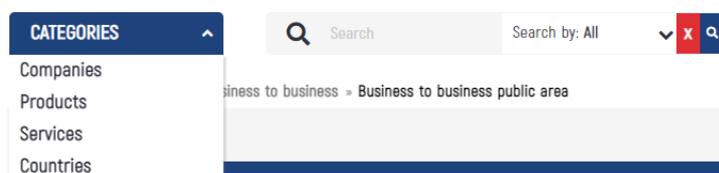
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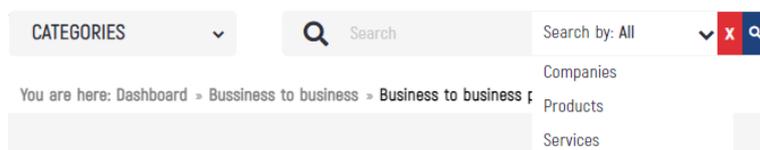
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(Picture no. 98 – Search categories)

On the right side (Picture no. 99) there is search by list:

- ✓ All
- ✓ Companies
- ✓ Products
- ✓ Services



(Picture no. 99 – Search by list)

**Central part** (Picture no. 100) of the supply and demand displays:

- Latest products
- Latest visited products
- Latest services
- Latest visited services

LATEST COMPANIES			
COMPANY NAME	CONTACT PERSON	YEAR OF ESTABLISHMENT	
 STRANGER	Stranger Mrc	2005	
 COOLFOOD	cool food	2005	
 COMPANY	boban company	1901	

LATEST VISITED COMPANIES			
COMPANY NAME	CONTACT PERSON	YEAR OF ESTABLISHMENT	
 COOLFOOD	cool food	2005	
 STRANGER	Stranger Mrc	2005	
 SLUŽNA BRAČA	Fikret Halimić	2005	
 COMPANY	boban company	1901	

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LATEST SERVICES		LATEST VISITED SERVICES	
SERVICE NAME	SERVICE INFORMATION	SERVICE NAME	SERVICE INFORMATION
 QWERTI	Classification - Drawing of cereals (except ric... Company: coolfood	 QWERTI	Classification - Drawing of cereals (except ric... Company: coolfood
 QWERTU	Classification - Drawing of cereals (except ric... Company: coolfood		
 ASD	Classification - Drawing of cereals (except ric... Company: coolfood		

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(Picture no. 100 – Supply and demand central part)

**“Latest products”** – The first part of supply and demand (Picture no. 100) central view is dedicated to products. Latest products are displayed in the list. Columns that provide the information are the following:

- Product name – Displays a company logo and name
- Product information – Displays NACE classification category and a company to which the product belongs
- View – A click on the view icon opens a product information (Picture no. 101)

Company name : coolfood
✕

No image

Product name  
qwertz

HS code  
I SECTION I - LIVE ANIMALS; ANIMAL PRODUCTS

Keywords

Product description

Supply
  Demand

(Picture no. 101 – Product information)

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Headline of the opened window is company name. Click on the headline leads to the company profile window. The left side displays an image of the product and if the product is for supply or demand. The right side provides the information in the following fields:

- Product name
- HS Code
- Keywords
- Product description

**“Latest visited products”** – The second part of supply and demand central view is dedicated to the latest visited products. Latest products are displayed in the list. Columns that provide the information are the following:

- Product name
- Product information
- View

LATEST SERVICES	
SERVICE NAME	SERVICE INFORMATION
 QWERTI	Classification : Growing of cereals (except ric... Company: coolfood
 QWERTU	Classification : Growing of cereals (except ric... Company: coolfood
 ASD	Classification : Growing of cereals (except ric... Company: coolfood

LATEST VISITED SERVICES	
SERVICE NAME	SERVICE INFORMATION
 QWERTI	Classification : Growing of cereals (except ric... Company: coolfood

(Picture no. 102 – Latest services)

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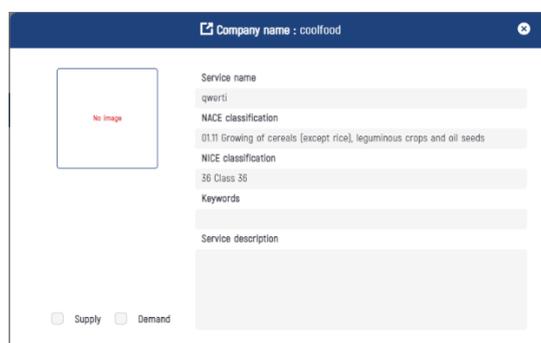
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**“Latest services”** – The third part of supply and demand central view (Picture no. 102) is dedicated to services. Latest services are displayed in the list. Columns that provide the information are the following:

- Service name – Displays a company logo and name
- Service information – Displays NACE and NICE category and a company to which the service belongs
- View – A click on the view icon opens a service information (Picture no. 103)



(Picture no. 103 – Services information)

Headline of the opened window is the company name. A click on the headline leads to the company profile window. The left side displays an image of services and if the service is for supply or demand. The right side provides the information in the following fields:

- Service name
- NACE Classification
- NICE Classification
- Keywords
- Service description

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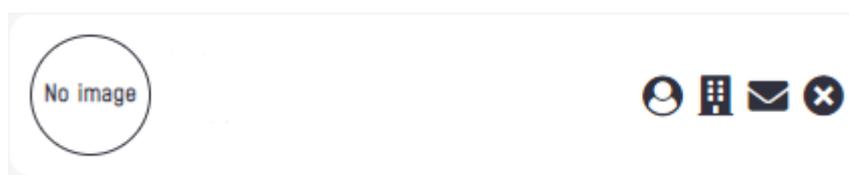
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**“Latest visited services”** – The fourth part of supply and demand central view is dedicated to the latest visited services. Latest services are displayed in the list. Columns that provide the information are the following:

- Service name
- Service information
- View

**Connection** (Picture no. 104) provides the ability to manage contact with other users. The main page informs about the users and their profiles. Also a message can be sent or a connection can be deleted.



(Picture no. 104 – Connections)

**“View profile”** (picture no. 105) provides the user details in the following fields:

- First name
- Last name
- Company
- Prefix
- Position
- Email
- Phone number

There is also an option “Contact”, where you can enter the Message centre and start the conversation.

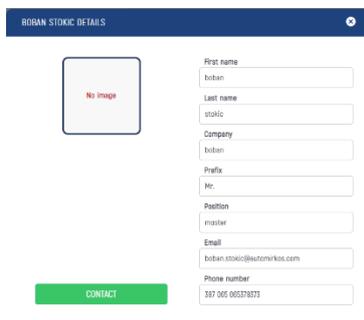
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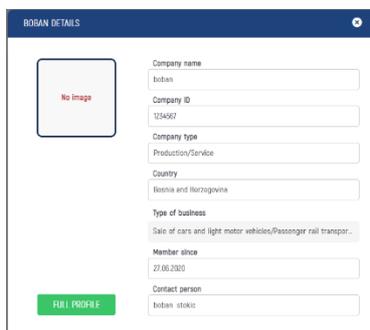


(Picture no. 105 – User details)

**“View company”** (picture no. 106) provides the company details in the following fields:

- Company name
- Company ID
- Company type
- Country
- Type of business
- Member since
- Contact person

There is also an option “Full profile”, where you can enter the Company profile and see all the information about a certain company.



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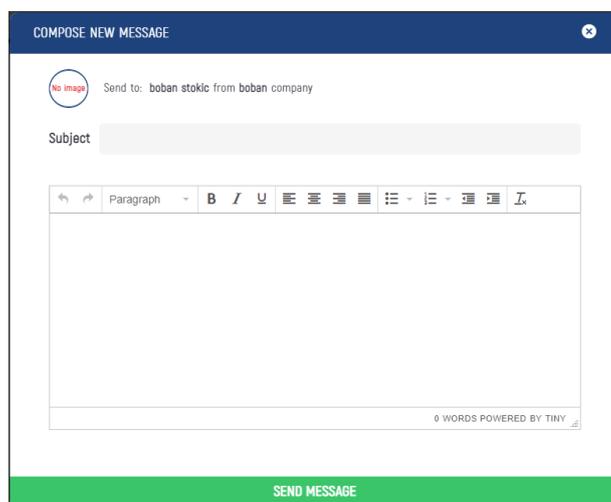
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(Picture no. 106 – Company details)

**“Send message”** (Picture no. 107) provides the ability to send a quick message by entering the following data in the fields:

- Subject
- Text box



(Picture no. 107 – Send a message)

**“Delete connection”** (Picture no. 108) provides the ability to delete an existing connection.

Do you want to remove selected user from connections **YES** **NO**

(Picture no. 108 – Delete conversation)

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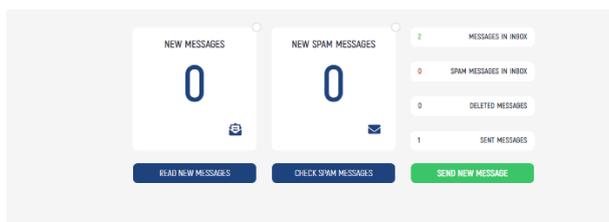
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**Message centre** (Picture no. 109) provides the opportunity to manage messages. You can compose, send, or delete messages. The main page informs about the messages listed numerically.



(Picture no. 109 – Message centre)

The left side provides the total number of new messages. “Read new messages” button redirects you into “Conversations”, the first part of line menu. Also, there is an ability to move into the “Spam message” with button “Check spam messages”.

The right side displays the following information:

- Messages in inbox
- Deleted messages
- Sent messages

“Send new message” button redirects you to “Conversations”, the first part of line menu in “New message” windows.

**Line menu** (Picture no. 110) is on the top of the page and consists of:

- Conversations
- Spam
- Deleted
- Contacts

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(Picture no. 111 – Line menu)

Below this menu there are:

- Notifications
- New message +

**“Conversations”** (Picture no. 112) is the first option of the line menu, separated into two parts. The first one is the conversation list, which can be searched by entering the name, or it can be searched by date. The second one is the chat room. On the top of the chat box (Picture no. 113) there is information on with who you are chatting with, and the option to delete the conversation. At the bottom, there is a text box where you enter the text.



(Picture no. 112 - Conversation)



(Picture no. 113 – Chat box)

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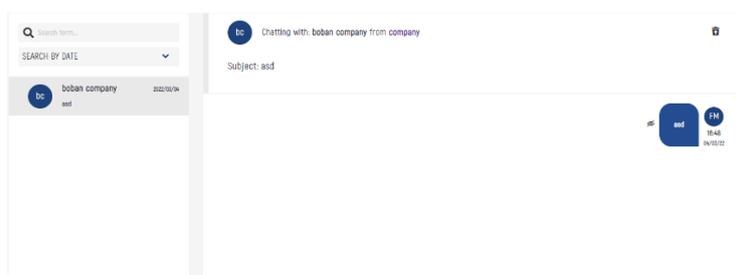
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**“Spam”** is the second option of the line menu, separated into two parts. The first one is spam list, can be searched by entering the name or it can be searched by date. The second one is chat room.

**“Deleted”** (Picture no. 114) is the third option of the line menu, separated into two parts. The first one is the conversation list, which can be searched by entering the name, or can be searched by date. The second one is chat room. On the top of the chat box there is there is information on with who you are chatting with, and the option to restore the conversation.



(Picture no. 114 – Deleted conversations)

**“Contacts”** is the fourth option of the line menu. All the contacts that have been contacted and with whom the conversations have been had are displayed there.

Below the line menu there is the option to compose a new message (Picture no. 115). The fields for entering the data are the following:

- Send to – Enter a new name or choose an existing one from list
- Subject
- Text box

After entering the data, a click on the “Send message” button finishes the process.

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(Picture no. 115 – Composing a new message)

The next option is “New notification”, which provides the information about new messages.

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