

# The World is Open for Your Business

Let the U.S. Commercial Service  
connect you to a world of opportunity.



# U.S. Commercial Service



- The U.S. Commercial Service provides U.S. companies **access** to business opportunities around the world.
- Domestically, there are over 100 CS office in the US
- Internationally, we are in over 75 countries (in the US Embassies and Consulates)
- Our trade professionals provide **expertise** across most major industry sectors, in all major and emerging markets

# Where we are...



# How We Can Help

*Whether you are looking to make your first export sale or expand to additional international markets, we have the expertise you need to identify and penetrate foreign markets.*

- Trade Counseling
- Market Intelligence
- Business Matchmaking
- Due Diligence
- Trade Events
- In-Country Promotion of Your Products or Services
- Commercial Diplomacy
- Evaluate International Competitors
- Identify and comply with legal/regulatory issues
- Locate and screen foreign reps/distributors and agents
- Understand the shipping process
- Assess trade finance needs
- Learn about cultural issues and business protocol
- Settle disputes



Overcome Challenges

**[www.export.gov](http://www.export.gov)**

# Market Intelligence

## Target the best trade opportunities

### Country Commercial Guides (CCG)

- Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.

### Initial Market Check (IMC) - Fee based \$350

- Gathers feedback on a company's product/service from industry players, providing insight into the company's potential strengths, weaknesses, opportunities and challenges in a particular market.
- Recommended as a precursor to the GKS or participation in any service/event that involves travel to the country by providing an organization with preliminary information needed to evaluate the market potential of their product or service.

### International Company Profile (ICP) - Fee based \$350/\$700

- Due diligence on potential partners from our trade professionals working in your target markets.
- Get detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.

### Trade Data and Analysis

- Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
- Find industry-specific trade data and analysis.
- Get country-specific tariff and trade agreement info.

# Business Matchmaking

**Connect with the right partners and prospects.**

## **Gold Key Service – GKS \$950**

**Interested in pre-screened appointments arranged before you go overseas?**

- The U.S. Commercial Service can help you find potential overseas agents, distributors, sales representatives and business partners.
- Customized market and industry briefings with our local commercial specialists at U.S. Embassies and Consulates
- Appointments with prospective trade partners in key industry sectors
- Post-meeting debriefing with our trade specialists and assistance in developing appropriate follow-up strategies
- Help with travel, accommodations, interpreter service

## **International Partner Search – IPS \$750**

- Put our team of experts around the world to work finding you the most suitable licensees, distributors, agents, and strategic partners.
- You provide your marketing materials and background on your company. We use our strong network of international contacts to interview potential partners and provide you with a list of up to 5 pre-qualified partners.



# Trade Promotion Events

- **International Buyer Programs – IBP** (US trade shows)
- **USDOC Certified Trade Fairs** - (overseas trade shows)
  - US Pavilions, turn-key booths
- **Trade Missions**
  - Horizontal/Industry-specific
- **Single Company Promotion**
  - Product launches
  - Technical seminars
  - Networking receptions

# Working Together, We Can

- Locate international buyers, distributors, and agents
- Provide expert advice at every stage of the export process
- Help you enter new markets faster and more profitably



# Your Global Business Partner

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