



UK Trade
& Investment

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“Global reach and local insight”

UK Trade and Investment (UKTI) uses both to
expand your business horizons



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Who are UKTI?

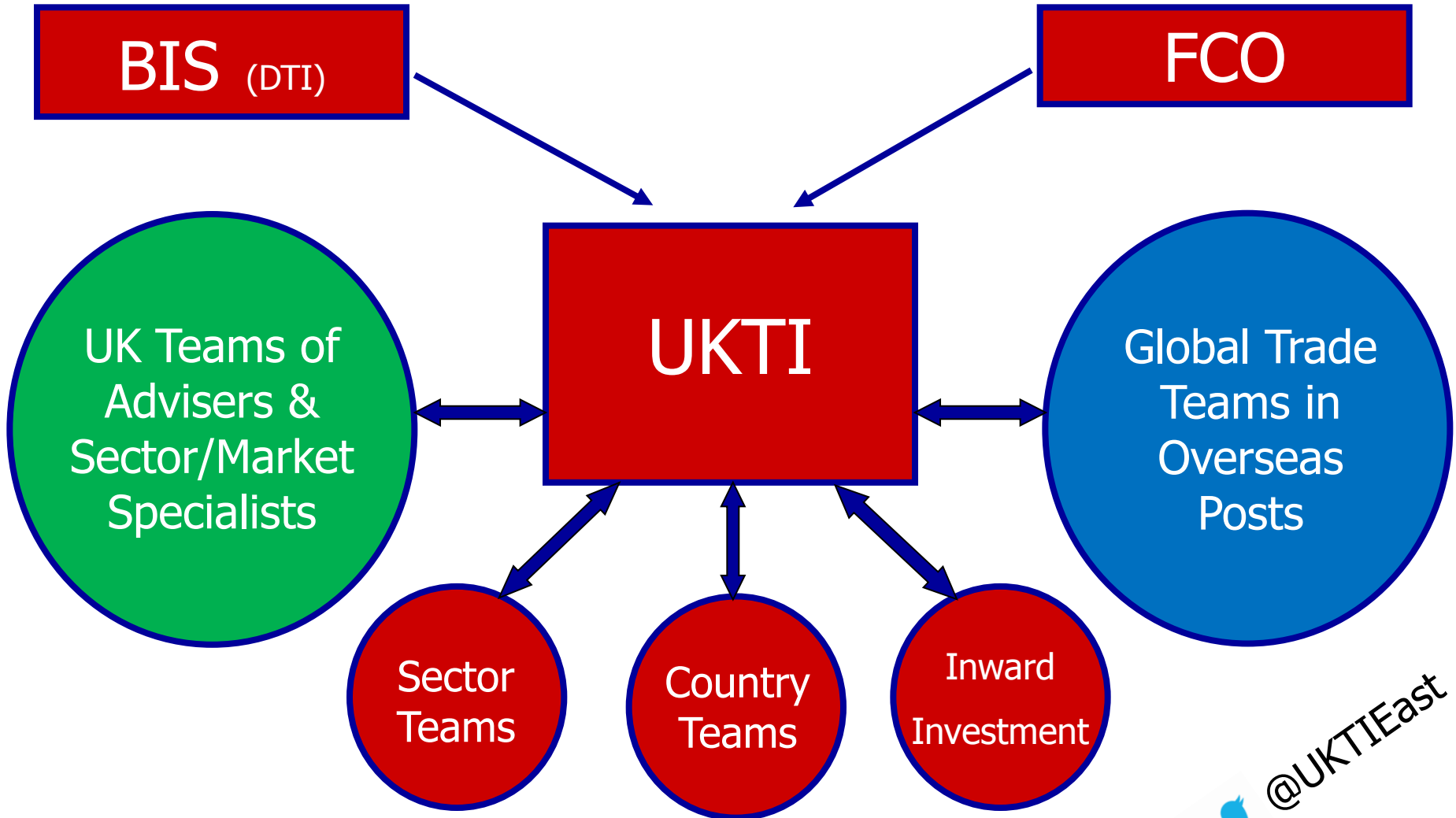
With professional advisers across 96 international markets, UK Trade & Investment is the government department that helps UK-based companies succeed in the global economy and assists overseas companies to bring their high-quality investment to the UK





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UKTI - Structure



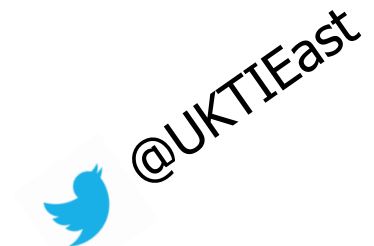


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Our Journey with You

UKTI offers a framework for your international strategy, in which we...

- **Provide** **Advice and Support**
- **Deliver** **Information and Opportunities**
- **Help you** **Make it Happen**





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Advice & Support

- **International Trade Advisers - *Free Advice***
- **Sector/Market Advisers - *Free Advice***
- **Passport to Export – P2E**
- **Gateway to Global Growth – GGG**
- **Market Selection Service – MSS**
- **Export Communications Review - ECR**



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Advice & Support

And from our various partners...

- **Growth Accelerator Programme**
www.growthaccelerator.com
- **Manufacturing Advisory Service**
www.mymas.org
- **Institute of Export**
www.export.org.uk
- **China Britain Business Council (CBBC)**
www.cbcc.org
- **Accountants, Chambers, Banks...**
- **Enterprise Europe Network (EEN)...**





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Enterprise Europe Network

First point of contact for companies looking to trade within Europe:

- **Information** on EU legislation and policies, taxation and EU market opportunities
- **Business partnering** and assisting to tap into funding through finding technology, commercial and R&D partners.
- **Public tenders** (OJEU) alerts and advice on public procurement rules in Europe
- **Your voice in Europe:** a means to get your concerns heard in Europe (feedback on unfair trade practices and trade barriers, information about consultative processes from the European Institutions)



Business Support on Your Doorstep

W: www.enterpriseuropeeast.org.uk

T: 0845 641 9955 (option 2)

E: enterprise.europe@eeneast.org.uk



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Information & Opportunities

- UKTI Website - www.ukti.gov.uk





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Every year we help thousands of firms discover global growth, from start-ups to industry leaders.

Fast track to the world ^{UK}

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Global reach and local insight. We use both to expand your business horizons

Fast track to the world UK

New Exporters

Experienced Exporters

Contacts in your region

Find UKTI contacts

Select Region **GO**

or search by postcode **GO**

Sectors

Benefit from UKTI's knowledge and experience in your sector

Select Sector

Select Sub-Sector **GO**

UKTI Services for Exporters

We've helped many thousands of businesses achieve global success, and we can do the same for your business

[More here](#)



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Information & Opportunities

- **UKTI Website - www.ukti.gov.uk**
- **Open To Export - www.opentoexport.com**
- **Export Market Research Scheme (EMRS)**
- **Overseas Market Introduction Service (OMIS)**





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Overseas Market Introduction Service (OMIS)

OMIS is the bespoke online service that puts your business directly in touch with UKTI Commercial Officers in British Embassies Worldwide...

- **Analysis of market entry strategies**
- **Identification of contacts and 'warming them up'**
- **Research on competitors, pricing, standards and regulations**
- **Country Demographics and Statistics**
- **Itinerary service – setting up key appointments**
- **Use of Embassy facilities to meet potential contacts (meeting rooms, product launches, or Ambassador receptions)**
- **Press release service**
- **Access to in-market interpreters**



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Overseas Market Introduction Service (OMIS)

- **A range of subsidised levels of service are offered depending on your individual requirements**
- **Market or Regional OMIS are available. Regions currently include:- The Baltics, Benelux, Caribbean, Iberia, UAE and the Nordics**

There's nothing quite like 'on the ground' experience. Our Commercial Officers live and work in the country you want to do business with. They understand the culture and they speak the language! More importantly they are totally impartial.



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Making it happen

- **MVS – Market Visit Support**
- **TAP – Trade Show Access Programme**
- **Inward Missions & 'Meet the Buyer' events**
- **Sector focussed missions and events**
- **Inward Investment & Joint Venture Opportunities**





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Any Questions?



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