

International Trade Department

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Support for UK Exporters

- **UK Trade & Investment:**
 - Government organisation promoting trade and inward investment
 - Foreign & Commonwealth Office
 - Department for Business, Innovation and Skills (BIS)
 - Over 2300 staff & advisers worldwide
 - British Embassies, High Commissions, Consulates & trade offices globally
- **West Midlands Region:**
 - UKTI services delivered by five West Midlands Chambers of Commerce & Industry
 - Over 30 International Trade Advisers in the West Midlands

What We Do

- Free advice from experienced International Trade Advisers
- Export diagnostics – to assess your company's needs and help develop a strategy and export action plan
- Advice on export market research
- Specialist help available to tackle cultural and language issues
- Access to UKTI's global network and a comprehensive 'toolkit' of services for exporters
- Missions – Russia 2010
- Events on exporting, general and market specific

What a company needs to get started

- A product or service with genuine export potential
 - Do any overseas countries currently use your product / service?
 - Do other markets have the same or similar needs to UK?
- Established in home market
- Realistic expectations
- A willingness to invest:
 - Time
 - Resource
 - Export budget