

Your local connection to our global network

## How We Help Companies

Whether you are looking to make your first export sale or expand to additional markets, we offer the experience and resources you need to grow international sales of your U.S. made goods and services. In addition to our core services offerings, we offer free consulting to companies in areas such as:

- Understanding the Export Process
- Identifying Schedule B/HTS Numbers
- Export Documentation & Regulations
- Foreign Tariffs & Taxes
- Identifying Top Foreign Markets
- Export Controls
- Customs Clearance Issues
- Export Finance Resources
- Intellectual Property Protection
- Incoterms and How to Get Paid
- Temporary Imports (ATA Carnet)
- Certificates of Origin (NAFTA, Israel, etc.)
- Foreign Standards, Certification & Import Requirements
- Leveraging Trade Shows and Events
- Overcoming Trade Barriers and Obstacles
- Leveraging Trade Agreements & Free Trade Zones

## Additional Resources

[www.export.gov](http://www.export.gov) - Export.gov is the U.S. Government's export promotion and finance portal. This portal was designed to deliver critical export information and services to small- and medium-sized U.S. companies.

[www.export.gov/fta](http://www.export.gov/fta) - Understand the advantages of U.S. Free Trade Agreements

[www.census.gov/foreign-trade/schedules/b](http://www.census.gov/foreign-trade/schedules/b) - Validate and search for Schedule B export numbers

[www.export.gov/ccg](http://www.export.gov/ccg) - Provides a broad overview of the market, recommends strategies for entering the market and summarizes challenges or barriers for U.S. companies.

[www.ace.cbp.dhs.gov/](http://www.ace.cbp.dhs.gov/) - File your Electronic Export Information (EEI) through Automated Commercial Environment (ACE).

[www.stopfakes.gov](http://www.stopfakes.gov) - Identify strategies for protecting your intellectual property abroad

[www.trade.gov/tcc](http://www.trade.gov/tcc) - Report a foreign trade barrier to the U.S. Government (USG)

[www.export.gov/advocacy](http://www.export.gov/advocacy) - Leverage USG support to compete and win foreign government tenders

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## U.S. Commercial Service Service Offerings

Leverage our global network and proven trade expertise to meet your exporting needs. Whether it is your first export sale, or expanding your business to additional markets, we offer the experience and services needed to grow your international sales of U.S. made products and services.

### Market Intelligence

#### Customized Market Research

Customized Market Research answers questions about an overseas market including market trends and size, customary distribution and promotion practices, market entry requirements, regulations, product standards and registration, key competitors and potential agents, distributors, or strategic partners.

#### Initial Market Check

The Initial Market Check is an initial assessment of the market potential of a product or service in a targeted market. The service gauges the potential of a specific product or service in a market by gathering feedback from up to five industry participants and provides recommendations on whether to pursue the target market.

### Matchmaking Services

#### International Partner Search

The International Partner Search provides U.S. firms with a list of up to five agents, distributors and partners that have expressed an interest in your product or service.

#### International Partner Search Plus Virtual Introductions

The International Partner Search Plus Virtual Introductions provides U.S. firms with a list of up to five agents, distributors and partners that have expressed an interest in your product or service, and includes virtual introductions via teleconference to the identified contacts.

#### Gold Key Service

The Gold Key Service provides U.S. firms traveling to a foreign market with up to five pre-screened appointments to establish relationships with potential overseas agents, distributors, sales representatives, business partners and other local entities in-country.



### Find a Commercial Service Office Near You

The U.S. Commercial Service has locations in over 75 international markets & 100 U.S. cities.

[export.gov/locations](https://www.export.gov/locations)



## Due Diligence on Foreign Parties

### International Company Profile - Full

The International Company Profile - Full provides U.S. companies with in-depth background check information on a specific foreign company to help determine its suitability as a potential business partner. The service includes a site visit to the target foreign company and interviews with principals/references.

### International Company Profile - Partial

The International Company Profile - Partial provides U.S. companies with basic background check information on a specific foreign company based on publicly available information to help determine its suitability as a potential business partner.

## In-Country Promotion of Products or Services

### Single Company Promotion

The Single Company Promotion provides U.S. companies with promotional services to help increase the awareness of their product/service in a specific market. The promotional event may consist of a technical seminar, press conference, luncheon, dinner, or reception, with targeted direct mail or e-mail campaigns.

### Featured U.S. Exporters Listing

Featured U.S. Exporters Listing provides U.S. companies with an opportunity to enhance their international marketing efforts through improved search engine optimization. A listing on the directory of an overseas CS office's local website gives U.S. exporters targeted overseas exposure to more effectively help them find foreign business partners in specific local markets. It allows local importers to find U.S. exporters interested in exporting to a specific local foreign market.

## Trade Events

### Trade Show Representation

The Trade Show Representation service provides U.S. companies and economic development organizations with the ability to increase their marketing exposure at an overseas trade show when they are unable to attend in-person. Multiple clients' products and services may be showcased by CS at the event.

### Certified Trade Mission

A Certified Trade Mission provides an effective way for groups of U.S. companies to explore business opportunities in overseas markets. A mission can consist of the following activities: Market Briefing, Gold Key Service, and Reception/Site Visit/Technical Seminar. The trade mission organizer and CS determine which of these activities will be included for all participants.

## Additional Services

### Official Letter

Helps U.S. companies comply with local regulatory requirements that must be followed to conduct business in certain foreign countries (i.e. Colombia, Philippines, and Thailand).

### Virtual Introduction

Provides U.S. companies with a virtual introduction via conference call or email to a foreign buyer/partner that they have pre-identified.

Visit [export.gov/CSuserfees](https://www.export.gov/CSuserfees) for a full list of services and pricing.