

Helping UK Businesses Grow Internationally

UKTI offer a range of support services to UK companies getting started in international trade. They include:

- Access to a local International Trade Advisor to help develop a plan of action,
- Specialist help with tackling cultural and language issues,
- Advice on how to go about market research, and
- Ongoing support to help businesses continue to develop their export potential and enter new and more sophisticated markets.

Once the initial homework has been done, we can assist new and experienced exporters with:

- Information, contacts, practical assistance, advice, mentoring and ongoing help before they go overseas and while they're there,
- Support to participate in trade fairs overseas,
- Opportunities to participate in sector-based trade missions and seminars,
- Access to major buyers, governments and supply chains,
- Advice on forming international joint ventures and partnerships,
- Exploratory visits,
- Alerts to the latest business opportunities through our website.

UKTI Services & Support for Businesses

Passport to Export

- ITAs review a company's readiness for International business and build international trade capacity.
- Match funding of up to £1,000 is available for activities in agreed action plan.

Export Communications Review (ECR)

- Advice on language and cultural issues to help develop an effective communications strategy.

Export Marketing Research Scheme (EMRS)

- Provides free advice & financial help to companies for in-house projects, purchasing published market reports, or using a market research agency.

Gateway to Global Growth (G3/GGG)

- Helps experienced exporters improve their exporting skills and diversity into new markets.
- Offers strategic support, including: engagement with private/public sector providers, access to specialist training, group networking and global value/supply chain engagement.

Overseas Business Risk

- Overseas Business Risk is a joint Foreign & Commonwealth Office/UK Trade & Investment/Business endeavour that provides UK business with information relating to the security related risks which companies face when operating overseas.

Overseas Market Introduction Service (OMIS)

Help from UKTI staff overseas via OMIS can include:

- market advice,
- support during overseas visits,
- analysis of market entry strategies,
- identification of possible business partners
- arranging meetings with key contacts in the country, and
- bespoke events such as product launches.

Tradeshaw Access Programme (TAP)

- Support, including grants, for new and less-experienced exporters to attend exhibitions overseas

High Value Opportunities Programme

- Helps companies or groups of companies gain access to selected major overseas trade opportunities.

Market Visit Support (MVS)

- Helps companies gain access to key contacts and networks in overseas markets.
- For either individual firms or through group missions.

Inward Missions

- An event/series of events held in the UK.
- Bringing together UK companies and overseas buyers.
- Provide access to major buyers, governments and supply chains in overseas markets.

Sector Events in the UK

- Brings potential buyers to the UK through sector-focused inward missions and events

Sector-based Outward Missions

- Provides opportunities to visit markets and meet buyers as part of a like-minded group

Sector Events Overseas

- Showcases UK sector expertise
- Helps companies gain access to key contacts and networks, either for individual firms or through group events.

Business Opportunity Alerts

- Business opportunities, posted by staff overseas, are sent by email alert to customers registered on our website.