

The main benefits of KEMPS are:

- The opportunity to work with an external export professional with export-related expertise, skills, and knowledge
- Dedicated resource for your business to help you work on your specific export needs
- An opportunity to focus on export activities that cannot currently be implemented due to a lack of specific expertise or staff time
- Become more export-ready and grow your international sales
- Receive intensive support and advice from the Kent International Business (KIB) partners



Application details:

kentinternationalbusiness.co.uk

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Kent Export Manager Pilot Scheme (KEMPS)

Helping businesses to develop their international trade capacity



In partnership with



Department for
International Trade





Would you like to be part of a new and exciting business support pilot scheme in Kent?

Exporting is an effective way for businesses to grow.

Businesses that export are more resilient, show higher productivity, and tend to be more innovative than non-exporters.

- Selling products or services overseas can be a challenging and complex process and export related business challenges can be key to the growth of a company
- Many companies do not have the resources required to tackle exporting challenges as they lack the personnel with specific exporting expertise or internal capacity to focus on export activity
- Identifying the right professional expertise to start exporting or grow overseas can be a challenge in itself

The Kent Export Manager Pilot Scheme (KEMPS) will provide a limited number of companies with funding to help them develop their internationalisation potential.

Aims and objectives of KEMPS

KEMPS provides your business with the opportunity to source and work with an export professional on implementing your internationalisation plan or on an export specific challenge, be it a specific technical export-related issue or capitalising on an existing overseas opportunity. The pilot scheme seeks to support Kent businesses where they lack the internal expertise or capacity to tackle export challenges.

How can KEMPS benefit my company?

KEMPS is being launched in order to assist both experienced and first-time exporters with increasing their international sales by providing funding in order to engage an export professional who can provide expertise and practical support on a specific, time-limited export related challenge or project and therefore address a problem faced by the company that couldn't previously be tackled due to a lack of resource.

Please note that due to KEMPS being a pilot scheme, the funding is limited and only 2 companies will be selected for the scheme (July 2020).

How much funding can I apply for?

Funding is available for a maximum amount of €5,500 (Support provided through the scheme will count as 'de minimis' aid under EC Regulation 1407/2013).

Who can apply?

Companies applying for the scheme need to:

- be based in Kent
- be an SME (fewer than 250 employees and a turnover of less than €50 million)
- be successfully trading domestically
- have a suitable product/service for export markets
- have the capacity to meet an increase in export orders

How long will the scheme run for?

The pilot scheme will run until December 2020, by when the selected companies will need to have completed their export related challenges or projects.

