



UK Trade & Investment

Business Opportunities



WHO'S IT FOR



If you're looking to export products and services abroad



or looking to tender for new international business



UKTI Business Opportunities will benefit you.

GET FREE

**INTERNATIONAL
BUSINESS
SALES LEADS**

from UKTI staff working in over 100 overseas offices.



WHY USE BUSINESS OPPORTUNITIES



You'll receive valuable new international business leads free of charge

BY

REGISTERING FOR
**TAILORED EMAIL
UPDATES**

using Business Opportunities.

- ✓ Register for new free sales leads
- ✓ Sign up for events, news and reports
- ✓ New business alerts delivered by sector and country
- ✓ Business partners in over 100 markets
- ✓ Access to Dfid supplier portal

<http://www.businessopportunities.ukti.gov.uk>

High Value Opportunities



WHO'S IT FOR

If you're looking to raise your profile with overseas procurement projects with budgets of at least

£500,000,000

then High Value Opportunities will benefit your business.

INTRODUCTIONS TO
**INTERNATIONAL
PROCUREMENT**
PROCESSES FOR



WHY USE HIGH VALUE OPPORTUNITIES

Using High Value Opportunities, you gain access to a pipeline of

100
MAJOR PROJECTS

WHERE

WE SHARE

OUR MARKET
KNOWLEDGE

AND
INTELLIGENCE

TO HELP YOU
WIN CONTRACTS

- ✓ Information on contracts worth over £500 million
- ✓ Opportunities across all sectors including infrastructure, energy, healthcare, engineering, transport, environment, defence and manufacturing
- ✓ Support from sector experts to guide you through the bidding process
- ✓ Help building relationships with key stakeholders including private sector business specialists

<https://www.gov.uk/high-value-opportunities>

Medium-sized Business Programme



WHO'S IT FOR

If you're looking to export and currently have turnover between

**£25–£250
MILLION**

you'll benefit from the Medium-sized Business Programme, whatever your sector, in services or manufacturing.



UKTI helped kick start us into exporting, turning a UK centric business into a more globally focused operation. Advice from our International Trade adviser on how to navigate through the complex web of trading was invaluable.



Darren Beckley, Head of International Projects, Stage Electrics

**GROW YOUR
BUSINESS**

WITH A CLEAR INTERNATIONAL
BUSINESS STRATEGY



WHY USE THE MEDIUM-SIZED
BUSINESS PROGRAMME

THE MEDIUM-SIZED BUSINESS
PROGRAMME PROVIDES
YOU WITH



**FIRST-HAND
EXPORT
EXPERTISE**



THE SUPPORT AND ADVICE ON
HOW TO GROW YOUR BUSINESS IN

**INTERNATIONAL
MARKETS**



- ✓ Priority of Lord Livingstone and the UK Government to develop the MSB sector
- ✓ Dedicated International Trade Adviser
- ✓ Support with strategy and tailored action plans
- ✓ Guidance on routes to market
- ✓ International business culture
- ✓ Networking opportunities
- ✓ In depth advice on IP and UK Export Finance
- ✓ Events, masterclasses, webinars, missions and workshops

UK Export Finance (UKEF)



WHO'S IT FOR

All exporting companies, including smaller and medium-sized businesses who **NEED HELP WITH EXPORT FINANCE**



The £9m contract was really significant for a company of our size. It's fair to say that without the benefit of UKEF's Bond Support Scheme, we simply wouldn't have been able to commit to such an ambitious project.



Mark Ridgeway MD, Group Rhodes

We provide **GUARANTEES, INSURANCE and GUIDANCE**



relating to managing the risks associated with UK export contracts.



WHY USE UK EXPORT FINANCE

If you're planning to export goods or services from the UK, then it's likely you'll need some form of guarantee or insurance to



PROTECT AGAINST PAYMENT RISKS.



If you can't get what you need from the private market, UK Export Finance may be able to help.

Designed to help UK exporters maximise the opportunity to do more business overseas.

Short, Medium and Long Term solutions Including:-

- ✓ Loans
- ✓ Lines of credit
- ✓ Guarantees
- ✓ Insurance policies

Dedicated professional UKEF advisers to understand your needs

Risk assessment undertaken on a project-by-project basis

Postgraduates for International Business



WHO'S IT FOR

You may be able to benefit from the help of a

SKILLED AND QUALIFIED STUDENT

whether you are new to exporting or very experienced, whatever the size of your business.



Utilise the linguistic and cultural skills of students from

THE UK AND AROUND THE WORLD

in a range of ways to suit your business need.



WHY USE POSTGRADUATES FOR INTERNATIONAL BUSINESS

Working with a student helps you to address

LANGUAGE AND CULTURAL BARRIERS

associated with market entry and development.

The right student would be **FAMILIAR WITH THE COUNTRY YOU ARE TARGETING,**

have the appropriate language skills, understand their ways of doing business and may have advanced qualifications relevant to your sector.



✓ Dedicated adviser to assess a company's needs and interact with universities to find the best candidates

Roles can be:

✓ Part-time work – a few hours per week e.g. to do market research, handle enquiries, manage social media etc

✓ Specific Projects e.g. 3 month internship

✓ Longer term projects for postgrads

✓ Full time employment for postgraduates.

e-Exporting Programme



WHO'S
IT FOR

Retailers and brands who want to take advantage of digital opportunities to

**ACCELERATE THEIR
GLOBAL EXPORT POTENTIAL**



WHY USE THE e-EXPORTING PROGRAMME

BENEFITS OF TECHNOLOGY-ENABLED TRADE



Sell directly to a large and rapidly growing online consumer audience



Access a highly efficient route to market



Gather valuable data on consumers' online behaviour to inform future activity



Combine sales and marketing through a single channel

Retailers and brands adopting an omni- and multi-channel approach can

**EASILY ACCESS INTERNATIONAL
MARKETS AND GROW
THEIR BUSINESS**



The value of UK e-commerce is estimated to be
£68bn by 2020,
up from £10bn in 2013



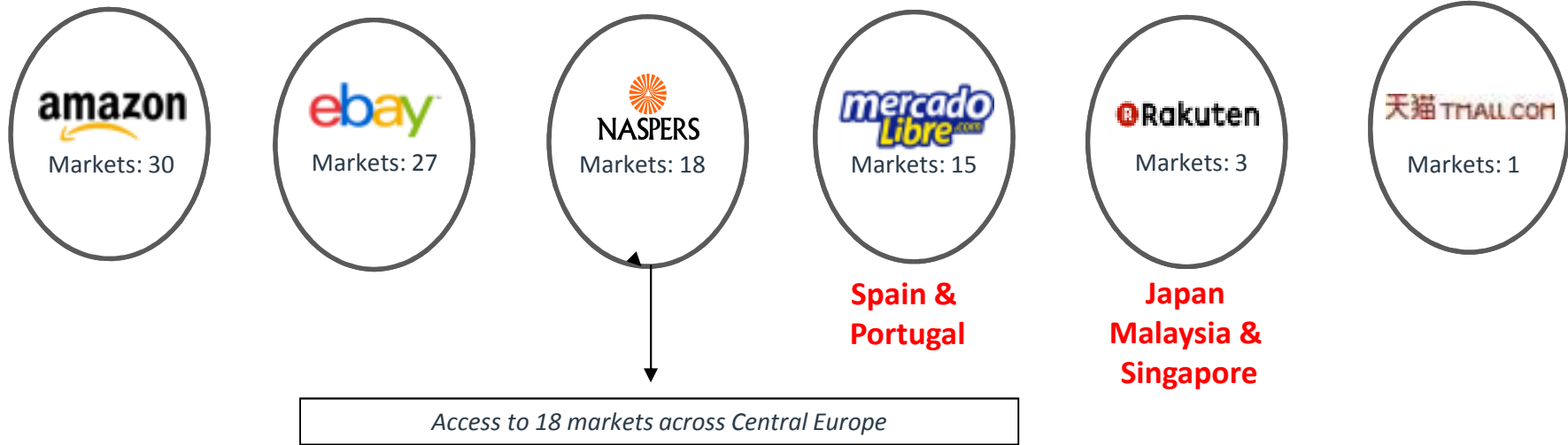
Global online retail sales have
**INCREASED
17% YEARLY
SINCE 2007**



- ✓ Meet with an e-Exporting advisor to discuss export plans
- ✓ Receive help and advice on building your online and e-commerce presence
- ✓ Increase the reach of your brand globally
- ✓ Identify new e-marketplaces around the world
- ✓ Set up on e-marketplaces quickly
- ✓ Attend events and webinars about retail/e-commerce opportunities

Fast evolving and growing global e-marketplaces

Regional/local:



Others:



GREAT Campaign and Events



<https://www.events.ukti.gov.uk/>

For more information contact:

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Thank You

