



“ We recently launched our products to the international market. With assistance from Business Gateway Fife and Fife Chamber of Commerce we have now gained a foothold in Ireland, Spain, Portugal and New Zealand. We obtained funding to scout potential markets and received assistance with the correct relevant export documentation. The most reassuring aspect of both agencies was a friendly voice at the end of a phone to assist wherever they could. ”

**Dave Williamson**  
Connect EcoSystems Ltd



“ Attending Trade Shows with assistance from the Market Development Programme has dramatically increased the sales and growth prospects of my business, specifically in Germany, Belgium and Russia. ”

**Craig MacNiven**  
Balindore



“ Assistance from the Market Development Programme enabled us to generate additional sales through attending a recent Trade Show at the SECC in Glasgow in February earlier this year. ”

**Gwen Peddie**  
Silverdyke Park



“ We asked for help to attend the largest audiology show in the country. Straight away my adviser realised the potential the show had for the growth of our business. The difference this made to CluistROM was quite simply a 400% rise in sales and more importantly, hugely raised our brand awareness south of the border. ”

**Neil McIntosh**  
CluistROM

To find out about our partner services -

Call: 01592 858333  
Email: [success@bgfife.co.uk](mailto:success@bgfife.co.uk)  
Visit: [www.businessgatewayfife.com](http://www.businessgatewayfife.com)



Access to free [eLearning tool](#) to develop the right skills and know-how to grow your business in overseas markets



# Expanding Your Horizons

## Your Guide to Accessing New Markets

Supporting Fife Businesses

# Trading outwith Scotland and overseas can open up a mass of opportunities.

Whatever stage you are at in your business journey, whether you are considering expanding into new geographical areas or already exporting and simply wish to improve your current processes, we can offer help.

## EXPORT READINESS HEALTH CHECK & SUPPORT

Evaluate your current international position and identify the next sales opportunities

**1-2-1 Support** - delivered by a Trade Adviser for targeted support:

- Support, grow and refine your international strategy
- Access detailed national and international in-country cultural knowledge
- Specialist advice on getting your goods and services to market

**International Trading Health Check** - with our comprehensive health checks we can support you to develop the right strategy for whatever market you are targeting



## INTERNATIONAL / NATIONAL MARKET INTELLIGENCE

Equip your company to make informed business decisions

**Market intelligence reports** - get local intel and in-country culture on how to do business and avoid indigenous barriers

**Targeted detailed reports** - on logistics import/export distribution networks and in country local border controls

**Databases** - get access to specialist databases, research and trending reports

## SEMINARS & TRAINING

Providing you with the opportunity to learn from subject specialists and experienced exporters from different sectors

These seminars will let you gain insight from those already on the learning journey



## MARKET DEVELOPMENT PROGRAMME

Get your brand and business profile onto the international showcase through events and tradeshows

**Tradeshows** - get access to detailed databases on overseas exhibitions, tradeshows and missions

**Grants** - access funding to participate in overseas trade events, exhibitions and missions



## FINANCING & INSURING YOUR PRODUCTS TO INTERNATIONAL MARKETS

Access specialist knowledge and support to ensure you stay in control of your products

**Specialist advice** - access major bank advisers & 'UK Trade & Investment' support

**Exchange rates** - access expert advice on managing foreign currency fluctuations

**Payment** - specialist advice on how to ensure you get paid in full and on time

## LEGAL & DOCUMENTATION

Don't let the errors in the detail be a costly mistake

**Legal & Accounting Services** - gain access to Specialist Advisers who have the professional background and experience to guide you

**Export Trade Documents** - access to specialist advisers to ensure your export documentation is certified to comply with in-country customs requirements



## SALES & MARKETING

Support to get your products to market

**Internet Business Trading** - access specialist advisers, courses and seminars to ensure you maximise your use of ecommerce

**Language Services** - access specialist advisers to overcome language barriers and ensure your sales pitch fits with your target market

**In-Market Support** - access to British Chambers of Commerce international business network for in-market services and expertise

