

# Empowering SMEs in International Trade programme



## Specialist 1:1 Support

**Are you looking to expand your brand overseas through export? Perhaps you are looking to take your supply chain global through import. Receive dedicated 1:1 support with a seasoned Global Trade specialist.**

Global trade can be complex but incredibly rewarding; it can carry a level of risk above and beyond your dealings in your domestic market, so it pays to sanity check your plans with an expert before investing your time, resource, and funds. This is where the *Empowering SMEs in International Trade* programme can help.

### What kind of 1:1 support is available?

The *Empowering SMEs in International Trade* programme delivers two levels of 1:1 support:

- ⇒ **International Trade Clinic** (up to 2 hours of support) - most suitable for novice importers and exporters
- ⇒ **International Trade Deep Dive Session** (up to 8 hours of support) - more technical in content so more suited to existing importers and exporters

These client-led *Trade Clinics* and *Deep Dive Sessions* are fully funded and provide support on a range of importing and exporting topics including but not



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limited to: Trading post Brexit (covering documentation, regulation, compliance, tariffs, licensing, etc.); International partner sourcing and vetting; Distribution management; Trade compliance; Trade facilitation (looking at preferential trading opportunities); Import and export documentation; Regulatory issues; Commodity code analysis; Customs warehousing; Transit procedures; Customs special procedures; Rules of Origin; Import valuation for Customs purposes; Evidencing Proof of Export; Authorised Economic Operator status; Letter of Credit Management and other financial safeguards; Effective trade finance; Incoterms; Movement of natural persons; and much more.

Each of our specialists has more than 25 years experience working in international trade; there are few, if any challenges we cannot help you overcome, or opportunities on which we cannot help you capitalise.

### Eligibility criteria:

You can be a goods or services-based company, and a novice or experienced importer or exporter. However, you must:

- ✓ Be a Small Medium Enterprise (SME)
- ✓ Be based in Lincolnshire, Leicestershire, Nottinghamshire or Derbyshire

### How to register

To proceed, simply book a 1:1 support session via the programme's Eventbrite page (<https://www.eventbrite.co.uk/o/empowering-smes-in-international-trade-programme-34071854063>). Alternatively, you can email us at [internationalisation@globaltradedept.com](mailto:internationalisation@globaltradedept.com).

**NB:** You may also like to access other support offered by the programme. Ask for more details.

### Additional support offered by the programme

- ⇒ **Trade Compliance Reviews:** On-site review of import and/or export processes and documentation, full report with recommendations on achieving compliance standards expected in an HMRC audit.
- ⇒ **Sustainable Trade Planning:** Sustainability consultation, with carbon calculation and full review of manufacturing and supply chain data; full report with recommendations on improving sustainability objectives within international trade activity.
- ⇒ **Global Trade Management programme:** 30 hours of operational, 'hands on' support from a dedicated Global Trade Manager to improve knowledge and boost import/export capacity.
- ⇒ **Global Trader Peer Networks:** Up to 10 hours of support delivered over 5 peer group sessions, each exploring a different international trade challenge or opportunity. Moderated by a global trade specialist with guest specialists where subject matter warrants.

*"They are exceptionally experienced, personable and understanding of our business sector. During our sessions, they were able to discuss the nature of different international markets with us and how we could best approach a number of burning issues we had been dealing with. Their skills, insight, connections and ability to give us definitive, concrete suggestions as to how we could surmount our business challenges and grow our business internationally has been invaluable. Superb advice and mentorship."*

**Global Dream Travel**

## About Global Trade Department

A business management consultancy specialising in International Trade, Compliance, Sustainability Planning, Business Resilience, and Growth.

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Fully funded by the East Midlands  
Growth Hub Cluster

