



Your global ambition

Our knowledge



A programme that's all about excellent export advice.

Designed around you.

With great extra benefits.

The worldwide market is fast-moving and dynamic and you cannot afford to stand still. To help East of England exporters stay ahead of the game, we are enhancing our Gateway to Global Growth programme (G3). The G3 programme is a 12 month programme of support provided by your local UKTI International Trade Team.

Our task is to help you engage successfully with all the export opportunities available, in a way that suits your business. So we have added a whole range of further benefits – perfect for exporters like you seeking to build your international knowledge, maximise current overseas activities and explore new markets.

In addition to the chance to work with an expert International Trade Adviser over the course of 12 months the programme now offers 3 NEW benefits

1. Cranfield School of Management Export Growth modules

G3 clients will be able to attend Export Growth modules at Cranfield School of Management, for one or two days, covering strategy, economics, market entry techniques, finance and IPR. These are designed to help you develop your knowledge and understanding of international trade so you can take your exports to the next level. You will engage with experienced export practitioners and will be able to cross reference your experience with your business peers.

2. "Challenging market" Master Classes

As part of the G3 package clients will have access to up to 6 Master classes covering different markets delivered by UK based and international experts. International business continues to present great opportunities for established exporters and, through these Master Classes, you can assess relevant market opportunities in more challenging markets.

3. Tailored tender alerts

Offered by Enterprise Europe Network (EEN) G3 clients have access to a free subscription for 12 months, to access public tenders from across Europe and beyond, delivered to their inbox.

Gateway to Global Growth



To access these benefits you can choose from one of the following great value packages

Option 1 at a cost of £500 + VAT

- Experienced International Trade Adviser time, free for 6 days on the programme.
- **4 week trial of EEN Tender subscription for European public tenders.
- 2 Gateway Master Classes during the year.
- 1 day Export Growth module at Cranfield School of Management.

Option 2 at a cost of £750 + VAT

- Experienced International Trade Adviser, free for 6 days on the programme.
- 6 Gateway Master Classes during the year.
- EEN Tender 12 month subscription for European public tenders.
- 2 day Export Growth module at Cranfield School of Management.

The key to delivering Gateway to Global Growth is our team of carefully selected advisers who have extensive commercial experience and are well-versed in assisting companies like yours.

1. Is it right for you?

The first step is to check if this is the right package at the right time for your organisation. Your International Trade Adviser will discuss the package contents with you and you may gain some valuable insights, even if you decide not to go ahead at this stage.

2. Planning for achievable delivery

If we agree the programme meets your needs we will work with you to find out what type of activity would be most beneficial and achievable for your business.

3. An objective analysis

We analyse together the current state of your business to help you make better informed management decisions about the markets to target.

4. Detailed action plan, with numbers and schedule

With the above information we then help you put together a fully costed action plan with a workable timeframe to enhance your chances of success.

5. Putting you in touch with other experts

If you need other services to supplement and boost your action plan we can connect you to those too.

6. Keeping track

We review the plan with you on a quarterly basis or as agreed to ensure the right focus.

** Upgrade possible to Option 2 once 4 week trial is complete, saving £250 on full cost of Tender Service

Quotes from previous G3 clients:

“Gateway to Global Growth has proven to be a very valuable tool in enabling us to penetrate challenging markets.”

Eamonn Neale, International Sales Manager, TekPro

“The reality is that the organisation (UKTI) is full of very worldly wise people who, as we’ve discovered, may have worked or lived in the countries we’re focusing on, and genuinely know how to open doors. They’re exceptional networkers and there for you every step of the way - which is so reassuring when it’s such a big step for companies like ours to consider.”

Nick Tait, Head of Finance, Syrris

“When we started speaking to UKTI they really helped and encouraged us to look at other areas of Asia, and with their market research, on the ground support and financial backing we were able to explore the markets, meet people face-to-face and gain new leads.”

Matt Segall, Chief Executive, Optibrium



To find out more about UK Trade and Investment services in the East of England contact us on:

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