



VIRTUAL BUSINESS MATCHMAKING SERVICE

TAIWAN

Since 1996, Enterprise Florida's (EFI) International Trade & Development Division has supported Florida companies in their business growth through market diversification. We help Florida-based businesses enter and succeed in foreign markets. In Asia, Taiwan has long been an important U.S. trading partner and is currently ranked 9th, with total, two-way trade valued at \$87 billion U.S. dollars in 2019.

TAIWAN - A SPRINGBOARD TO SOUTHEAST ASIA

In the wake of unprecedented market disruptions and travel restrictions, Enterprise Florida is pleased to support the state's business community with the new Virtual Business Matchmaking Service (VBM). This service is designed to help facilitate your market entry by matching you with suitable foreign partners, distributors and buyers. Leading sectors for U.S. exports include pollution control equipment, pleasure boats, medical equipment, electric power equipment and telecom equipment. Taiwan is also an attractive destination for companies seeking joint ventures and licensing partners.

VIRTUAL BUSINESS MATCHMAKING SERVICE



Advantages

- YOU pick desired meeting partners from a long list of suitable, qualified companies resulting from a thorough distributor/agent/ VAR search
- No need to travel
- Scheduling flexibility
- A minimum of five (5) virtual meetings with suitable partners
- Translation service included



Results

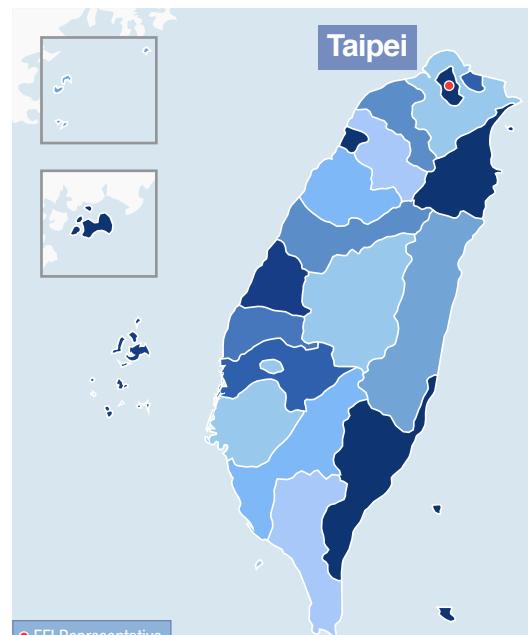
The VBM delivers virtual introductions via teleconference or video conference of five (5) interested agents, distributors or partners in your target markets who have been pre-screened and pre-qualified.



Costs: \$2,500 (or \$0 with trade grant)*

For eligible small businesses, Enterprise Florida's trade grant will cover the full cost of the VBM on a reimbursement basis, making the service completely free.

*Eligibility criteria apply.



Wennie Chen
Director
EFI Taiwan

Enterprise Florida staff is standing by, ready to assist with your questions about the **Virtual Business Matchmaking Service**.



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