

VIRTUAL BUSINESS MATCHMAKING SERVICE

EUROPE

Since 1996, Enterprise Florida's (EFI) International Trade & Development Division has been a strong advocate for business growth through market diversification. We help Florida-based businesses enter and succeed in foreign markets. In Europe, Enterprise Florida's foreign office network representatives assist Florida companies with all aspects of exporting. The EU now represents 15% of Florida's export sales globally.

OUR NETWORK—YOUR OPPORTUNITY

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. Supported by seasoned trade facilitators in major Western European markets, this virtual B2B service aims to deliver real-time results. The VBM is available in 12 Western European markets:

Austria • Belgium • France • Germany • Ireland • Italy • Luxembourg • Netherlands • Portugal • Spain • Switzerland • UK

Advantages



- YOU define ideal partner criteria
- 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

Results

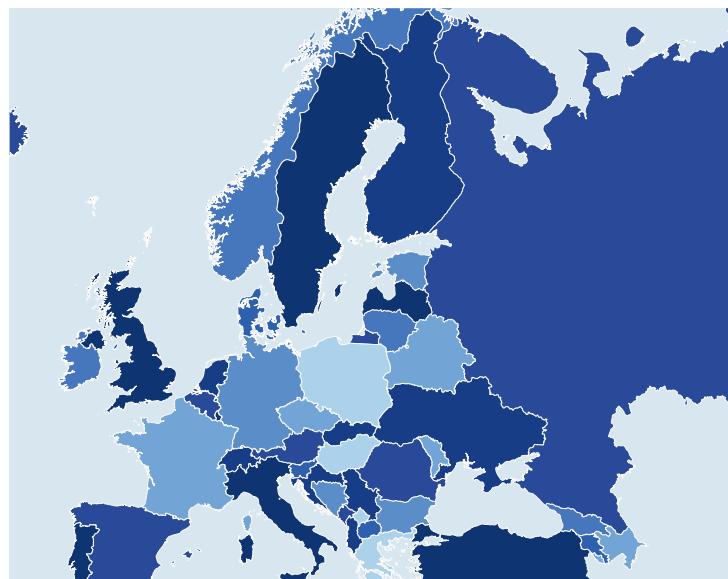


The VBM delivers virtual introductions via teleconference or video conference of five interested agents, distributors or partners in your target markets who have been pre-screened and pre-qualified.



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.



*Contact your local trade manager to determine if your company qualifies.



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For more information about EFI's **Virtual Business Matchmaking Service** and other support services available in Europe, contact:

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