



“ With assistance from Business Gateway Fife we accessed Digital Boost support to review our online digital presence. We received 1-2-1 support with a specialist to assess our existing website, which has allowed us to analyse, review and improve our content to get a digital advantage. ”

Sam Fernando
Keela International



“ The visit to Dublin with Scottish Development International was extremely worthwhile. We had a number of fruitful 1-2-1 meetings during which, we established relationships with Irish companies keen to work with us. The trip provided the opportunity to familiarise us with the Irish market before fully committing to exporting. ”

Bob Waterston
Greenfold Systems Ltd



“ As part of the Showcasing Scotland Tour, I was lucky enough to exhibit and meet international buyers from around the world. I presented my range of dips and award-winning vinegars and successfully opened dialogue with a Canadian buyer. This event opened doors I never thought would be possible. ”

Lindsey Anderson
The Little Herb Farm



“ We have worked closely with Scottish Enterprise and Fife Council Economic Development for help with our strategic direction, identifying distribution channels and with networking. This has enabled us to reach 17 different countries, whilst the German market is firmly in our sights. As a small start-up business this support has been invaluable. ”

Craig McKay
Bearded Basturds

Your Guide to Accessing New Markets

advice and support to help your business trade nationally and internationally



Supporting Fife Businesses

To find out about our partner services -

Call: 01592 858333
Email: success@bgfife.co.uk
Visit: www.businessgatewayfife.com



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



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.

ARE YOU READY TO ACCESS NEW MARKETS? 1-2-1 SUPPORT TO START YOUR JOURNEY

Do you have the goods and services, the people and resources in place?

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

- Support, grow and refine your trade plan and vision
- Specialist advice on getting your goods and services to market

Export Health Check - 5 minute Q&A for a tailored report on the next steps to take to grow your business overseas - whether you're an experienced exporter or complete novice

HAVE YOU DONE YOUR RESEARCH? – MARKET INTELLIGENCE

Make the right decision on where to target your business:

Market Intelligence Reports – get local intel and in-country culture on how to do business and avoid 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 AND 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

ARE YOU READY TO RAISE YOUR PROFILE? - TRADE DEVELOPMENT PROGRAMME

Get your brand and business profile onto the international showcase through learning journeys, market visits, events and trade shows.

Tradeshows/Market Visits – get access to overseas exhibitions, tradeshows and market visits

Repayable Grants – access to repayable funding to participate in overseas exhibitions, tradeshows and market visits

GETTING PAID AND INSURING YOUR PRODUCTS

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

Specialist Advice - access major bank advisers and Department of International Trade 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

IS YOUR PAPERWORK/CERTIFICATION IN ORDER?

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

Legal & Accounting Services - gain access to Specialist Advisers

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

ARE YOU READY TO PROMOTE YOUR BUSINESS? - GET YOUR PRODUCTS TO MARKET

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 British Chambers of Commerce international business network for in-market services and expertise