

“ The investment by Scottish Development International (SDI) to continue to create opportunities for Scottish businesses during pandemic conditions should not be underestimated. The activity in new markets creates reach which has been taken away from many businesses during 2020, and should enable our business and economy to recover quicker. eCom Scotland has seen huge benefits already in raising awareness of our innovative products and services in these new markets opened up by SDI. In fact we have achieved more International business during 2020 than in previous years. ”

Wendy Edie
eCom Scotland



“ As a result of Semefab recently attending an online Trade Training event, we were able to access 1-2-1 Expert Help via Business Gateway Fife to advise and inform on customs procedures and processes, with a focus on Inward Processing Relief (IPR) and Outward processing relief (OPR). This will enable Semefab to be better prepared when engaging with existing markets and will give us confidence in accessing new markets in the future. ”

Melanie Smith
Semefab



“ 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



To find out about our partner services -

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

A **Trading Nation** - The Scottish Government's export growth plan. Find out what Scotland sells to different countries, where you could sell your products or services and get help to export.

Department of International Trade (**DiT**) - Helps businesses export and grow into global markets.

Exporting is **GREAT** - The government's single destination for information on UK trade, investment, tourism and education.

Your Guide to Accessing New Markets

advice and support to help your business trade nationally and internationally



Supporting Fife Businesses



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 Expert Help - Through Business Gateway Fife, businesses can access fully or partly funded consultancy support from a specialist who would provide tailored, expert advice to;

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

Export Plan Template - Scottish Enterprise have created an [export plan](#) template to help you get started. Using this template will ensure you're answering all the right questions and establishing your own abilities to export, before you create a formal plan to share with stakeholders or investors

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