

Business Trip: Germany, Austria and Switzerland



This Exciting Business Trip Includes:

- Business meetings with distributors, agents, or customers according to your needs — all arranged specifically for your company.
- Assistance from State of Delaware trade representative team, PM & P Partners in Germany, and Global Delaware.
- Translation of sales presentations and materials (if needed) and in-country transportation and interpreters on the trip.
- Preparation session and in-country briefing.
- On-site assistance throughout the trip and follow-up assistance upon return.
- **All services, valued at \$6,500 per company, are financed by the SBA and the State of Delaware.**

Businesses with physical operations in the State of Delaware who meet the qualifying criteria may apply.

Why this region of Europe?

- Europe is a top market for products and services that Delaware businesses offer, especially **Medical Devices, IT and Bio-science**.
- This region has by far the biggest purchasing power in Europe. With **\$50 billion U.S. products exported to Germany** in 2014, the nation is a leading export market.

Participants of previous trips to Europe have received RFPs, and made new high level customer contacts!

“These trips with Global Delaware can be real game changers. Each trip we’ve gone on has given us solid leads, both direct customer and distribution partnerships, and led to new business overseas.”

- Tom Zawislak
General Manager
B&W Tek

February 27 – March 3, 2017

Cost and Details

Businesses are responsible for their own air, hotel, meals, and incidental expenses.

Companies selected for the business trip will be sent an official registration form.

A passport with at least 6 months of validity following dates of the travel is required.

Funding Assistance

Funding assistance for qualifying businesses may be available. Please see our website for details and the application at: de.gov/funding.

State assistance may be used to offset up to 50% of eligible expenses, including travel costs.

Funds are based on availability.

If you are interested in participating in this trip, contact the Global Delaware team at global@delaware.gov, or call 302-577-8464



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