

Gateway to Global Growth

For experienced exporters

What is Gateway to Global Growth?

Gateway to Global Growth is a needs based programme that provides more experienced exporters with the ongoing support they need to increase sales overseas.

It is completely tailored to your needs and will be completed within 12 months.

Who is it run by?

It is UK Trade & Investment's newest programme launched April 2009.

Who is it aimed at?

Gateway to Global Growth is designed to help small and medium sized businesses with between 2 and 10 years export experience. Your company must be innovative and based in the Yorkshire and the Humber region, employ fewer than 250 people and have annual sales less than 50 million euros.

What are the benefits?

The programme provides a variety of services, including:

- In-depth review – part self diagnosis, part International Trade Adviser driven to give a clear picture of current export profile, and company needs and aims.
- Strategic development – after understanding where you are and where you want to be, the next step is to identify what needs to be done to help you get there (for example we could help you with building a Middle East strategy for your business).
- Quality training – access to in-house and third party relevant training (managing agents & distributors and developing international marketing & branding are just two examples).
- Funding signpost – Gateway to Global Growth companies will be signposted to both the regional and national grants available which can then be used to enhance export skills and access new overseas markets.

- International Business Network – benefit from sharing your experiences and expertise with other like-minded companies interested in growing their business internationally.
- Specialist advice – with advisers in over 160 locations worldwide and local specialist sector focused advisers, UKTI has the market and sector knowledge and understanding of your marketplace.
- Global models – as global supply and value chains become key in many sectors, UKTI will advise on how best your business fits into the model.

The programme is by invitation only via your UK Trade & Investment International Trade Adviser.

How much does it cost?

There is no cost attached to the Gateway to Global Growth programme.

How do I get involved?

To find out more about Gateway to Global Growth and how to join the programme, contact the Yorkshire International Trade Team today.

