

## Export Passport

### Save time and money by properly preparing your company for export to the Netherlands

Being successful requires a commitment of resources, both people-wise and financially. With a solid approach, you avoid spending time and money in export strategies that will not get you the intended result.

Via our so-called Export Passport support you can count on us to help you take the necessary steps to guide your company to The Netherlands. We have a large, sector-wide experience and a vast business network to obtain market information and help your company in opening doors. Modules can be obtained separately, if needed.

#### How it works:

- **Intake** – First, we will schedule an intake to get to know your company and to evaluate the readiness to export to the Netherlands.
- **Market research** – To find out whether there is a market for your product or service abroad, we advise you to carry a market research beforehand. We offer 2 types of market research:
  - **Light Market Scan**: via sector experts in the Netherlands we verify whether there is a market for your product/service and what are the best distribution channels to enter the market. (825€\* + VAT)
  - **In-depth research**: not only analyses the existence of a market for your product and the adequate distribution channels, but also identifies the business opportunities, competitors and price ranges in your market. (1.100€\*+VAT)
- **Partner Search** - After obtaining the results from the market study, we define a strategy together with your company to select the potential partners or clients. After the selection, we will provide an introduction with a short list of companies fulfilling your criteria. In addition, we can make appointments with the selected companies for you to meet with the right contact persons, on location or online. (825€\* + VAT)
- **Export coaching** – whenever needed you can bring along one of the bilingual representatives of the Chamber, all with an economic background, to attend the meetings to help you interpret the meeting and negotiations and suggest a follow-up approach. We can also help your company prepare for the meeting and the Dutch market. (55€ per hour +VAT)

*\*Considering that we will spend about 15h for the Light Market Scan and 20h for the In-depth research. In case the research takes more time, we will enter in contact with the company to discuss further steps. Extra hours will be charged at 55€ per hour.*