



Business to Business Meetings for Your Company in Germany

Global Delaware, an initiative of the Delaware Department of State, is offering an exclusive program for Delaware businesses.

If you are interested in growing your business overseas, you should consider joining us on our trade mission to Germany, led by Global Delaware staff.

Why Germany?

- If you can make it in Germany, you can make it anywhere in Europe. The nation has by far the biggest purchasing power in the region and the market is mature and competitive.
- With \$50 billion exported to Germany in 2014, the nation is the United States' largest trade partner in Europe and the sixth-largest export market for the U.S.
- Germany has the third largest medical device market in the world, valued at \$25.6 billion. U.S. imports reached 18.2 billion in the 12 month period up to June 2014.
- With a population of 81.1 million, Germany's consumer market is the largest in the European Union.

This Exciting Trade Mission Includes:

- Business meetings with distributors, agents, or customers according to your needs in Germany – all arranged by Delaware's in-country trade representative.
- Interpreter to accompany you on business meetings.
- Preparation session and in-country briefing by State of Delaware Germany trade representative. On-site assistance provided by Global Delaware staff and our in-country trade representative.
- Debrief session upon return to assess any follow-up assistance required.
- The State of Delaware is covering all these costs valued at \$6,500 per company.

Who Can Participate?

- Delaware businesses with physical operations in the State of Delaware who meet the qualifying criteria may apply to participate in the trade mission.
- Leading industry sectors identified are: Bioscience, and information technology, however, Delaware businesses in all sectors are encouraged to participate.
- Delaware medical technology companies could participate in this mission and then stay the subsequent week to visit MEDICA, a large trade show in Düsseldorf.



November 9-13, 2015

Cost and Details

The cost of participation is \$500. Delaware businesses are responsible for their own air, hotel, meals, and incidental expenses.

Companies that have been selected for the trade mission will be sent an official registration form.

A passport with at least 6 months of validity following dates of travel is required for travel to Germany.

Funding Assistance

The State of Delaware provides limited funding assistance for qualifying Delaware businesses seeking to export. Please see our website for details and an application at: <http://de.gov/ExportMoney>.

State assistance may be used to offset up to 50% of eligible expenses; including your travel to Germany. Funds are based on availability.

If you are interested in participating in this mission, please contact:

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