

Trade Mission: Germany, Austria and Switzerland



This Exciting Trade Mission Includes:

- Assistance from State of Delaware trade representative Alexander Bothmann and the Global Delaware Team.
- Business meetings with distributors, agents, or customers according to your needs — all arranged specifically for your company.
- In-country transportation and interpreters.
- Preparation session and in-country briefing.
- On-site assistance throughout the mission and follow-up assistance upon return.
- **All services, valued at \$6,500 per company, are financed by 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 trade missions have secured new distributors, received RFPs, and made new high level customer contacts!

“ It was a wonderful, eye-opening experience for us. Instead of knocking on doors, the mission frees you up to pitch your business to qualified leads.”

- Sanjay Kapuria
Jaykal LED Solutions
Mexico Trade Mission 2015

February 27 – March 3, 2017

Cost and Details

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

Companies selected for the trade mission 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 mission, contact the Global Delaware team at global@delaware.gov, or call 302-577-8464



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