

South Africa

Kenya

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Date Company Name

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Company Address

Company Website

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Global headquarters if different than above

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Contact Name

Contact Phone Number

Contact Email Address

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No. of Employees

No. Global Employees

Women, minority, and/or veteran owned?

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U.S. vs. International Sales (does not include funding, grants, private equity, etc.)

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Product/service your company offers

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What makes your product/service unique? What is the comparative advantage?

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Describe your customer

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NAICS Code(s)

HS Code(s) of your product

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Where are you trying to sell internationally? Why?

How do you sell internationally (agent, distributor, JV, etc.)?

Who are your competitors in the U.S.? Competitors outside the U.S. or in desired export market?

What barriers do you face in your target export market(s)?

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How does your pricing compare to competitors in the U.S. (in approx. percentage)? Globally?

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