Want to do business abroad?

National Export Awareness Week 2020

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Who are we?

Ministry of Economic Affairs and Climate Policy

Ministry of Foreign Affairs

Netherlands Enterprise Agency (RVO)

Embassies, Consulates General, and Netherlands Business Support Offices
A dedicated portal: english.rvo.nl/caribbean

Business support for entrepreneurs in the Caribbean countries of the Kingdom of the Netherlands

Are you an entrepreneur who wishes to venture abroad? The Netherlands Enterprise Agency (RVO.nl) helps businesses fulfill their international ambitions. Entrepreneurs in the Caribbean countries of the Kingdom of the Netherlands can benefit from the agency’s services.

The Dutch economy is built on trade. To promote trade and investment and strengthen the whole of the Kingdom’s foreign economic relations, the Ministry of Foreign Affairs has made various instruments available to companies in:

- Curaçao
- Aruba
- St. Maarten
App: “NL exporteert”
International business services for the Caribbean part of the Kingdom

A set of instruments for export and trade support:

> Customized country information
> Business Partner Scan (BPS)
> Starters International Business (SIB)*
> Subsidy scheme for demonstration projects, feasibility studies and investment preparation
> Partners for International Business (PIB)
> Trade Missions

* Available since January 1st 2018
Customised country information

(Landeninformatie op maat)

- Specific information about the countries of your choice
- In cooperation with foreign network of embassies, consulates and Netherlands Business Support Offices (NBSOs)
- Central intake interview
- Concrete, reliable and up-to-date information.
Business Partner Scan (BPS)

- Personal introduction to potential business partners
- In cooperation with foreign network of embassies, consulates and Netherlands Business Support Offices (NBSOs)
- Agents, distributors, production partners or franchisees
- Fee €200/€500
Starters International Business

Vouchers internationaal ondernemen

www.rvo.nl/sib
Starters International Business (SIB)

> Aim: to increase the number of Dutch SMEs that export in a lasting manner

> Target group:
  - SMEs with no or limited experience in international business (export starters)
  - SMEs that want to develop / enter a new foreign market

> Vouchers
  - voucher individual coaching (for export starters)
  - voucher collective activity
  - voucher knowledge acquisition
  - voucher market entry

> Subsidy for individual trade fair participation abroad
Vouchers individual coaching

> For SMEs with no or limited experience in exports, willing to invest time & money
  - exports ≤ 25% of sales; or
  - max 5 years registered in the Trade Register

> Coaching by private consultants/organisations

> To create awareness & activation, systematic approach: export readiness

> 3 to 5 sessions (15 to 20 advice hours)

> Steps:
  - Motivation, ambition and USPs -> identification of promising export markets
  - Market information: researching these markets in more detail
  - Internal analysis: which concrete actions are needed to be successful on these markets

> Result: action plan for the internationalization strategy of the company
Vouchers collective activity

- To participate in trade missions and collective trade fair participations abroad
  - Organised by private, commercial organisations in the Netherlands
  - No financial support by the Dutch or EU government
  - Travel and accommodation costs excluded
  - Available once a year

- Max € 1,500 for trade missions; max € 2,500 for collective trade fair participations (50% of costs)

Application:
- Specified offer or invoice
Knowledge vouchers

For SMEs with a finalised orientation on a specific target country (new activity)

3 options:
- Legal and/or fiscal advice
- Market research
- Capability training

Max € 2,500: 50% of costs external expert/trainer

Application:
- Specified offer
- Résumé of the external expert
Market entry vouchers

> For SMEs with a finalised orientation on a specific target country

> Local support in the target country e.g.:
  - Introductions to local networks
  - Follow-up of contacts / arranging meetings
  - Support for local establishment

> Max € 2,500: 50% of costs external expert

> Application:
  - Specified offer
  - Résumé of the external expert
Subsidy for individual trade fair participation

> If it’s not possible to join a collective trade fair participation (pavillion)
> Contribution to the costs of stand rent and construction
> At an internationally oriented fair abroad
> Max € 2,500: 50% of costs (vat excluded)
> Available once a year

Application:
- Specified offer or invoice
SIB budget 2020: € 3,450,000

Vouchers individual coaching
- € 2,500 per voucher (fixed amount)

Vouchers collective activity
- max € 1,500 for trade missions; max € 2,500 for collective trade fair participations (50% of costs)

Knowledge & market entry vouchers
- max € 2,500 (50% of costs)

Subsidy for individual trade fair participation
- max € 2,500 (50% of costs)
Thank you for your time!

www.rvo.nl/internationaalondernemen
www.onder nemersplein.nl
www.internationaalondernemen.nl
‘NL exporteert’ app
Customer contact: +31 70 379 80 00 (option 5)