



THE NETHERLANDS ENTERPRISE AGENCY

Your partner in business

Ministry of Foreign Affairs





Our story

RVO: Who we are?

RVO for International Business

RVO for the Caribbean Part of the Kingdom



Zwolle



Deventer



Roermond



Den Haag



Utrecht



Assen



Who are we?

Ministry of Economic Affairs

...

Ministry of Foreign Affairs

The Netherlands Enterprise Agency
(RVO)

Embassies, Consulates General, and
Netherlands Business Support Offices

[MAIN MENU](#)



For whom?

Business community

SMEs, multinationals, trade associations, etc.

Knowledge institutions

Universities, universities of technology, TNO, etc.

NGOs

Hivos, SNV Netherlands Development Organisation, Interchurch Organisation for Development Cooperation (ICCO), Solidaridad, etc.

[MAIN MENU](#)



International business services for the Caribbean part of the Kingdom *



A set of instruments for export and trade support:

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



International Business Services

The instruments in more detail...



LIOM

Customised country information (LIOM: *Landeninformatie op maat*)

You

- > Dutch business with concrete plans or already active abroad for additional information.

Us

- > Concrete, reliable and up-to-date country information and/or country comparison (max. 5 countries)

Goal

- > Choose market and market approach



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



Netherlands Enterprise Agency

Starters International
Business (SIB)

and

DHI subsidy program

Regonda Bierens

Netherlands Enterprise
Agency

>> *Sustainable. Agricultural.*
Innovative. International.



Starters International Business (SIB)

- > Aim: to increase the number of Dutch SMEs that export in a lasting manner
- > Primary target group: SMEs with no or limited experience in international business (export starters)
- > Voucher system
- > Vouchers individual coaching, vouchers collective activities and knowledge vouchers





Budget vouchers 2019 (SIB): € 3,950,000

- > Vouchers individual coaching
 - € 2,400 per voucher (fixed amount)
- > Vouchers collective activities
 - max € 1,500 per voucher (50% of costs)
- > Knowledge vouchers
 - max € 2,500 per voucher (50% of costs)





Vouchers individual coaching (1)

- For SMEs with no or limited experience in exports, likely to be successful, willing to invest time & money
 - exports \leq 25% of sales; or
 - max 3 years registered in the Trade Register
- Coaching by private consultants/organisations
- To create awareness & activation, systematic approach





Vouchers individual coaching (2)

- > Coaching is individual trajectory to create awareness & activation, independent of country or region, in 3-5 sessions
- > Steps:
 - Motivation, ambition and USPs
 - Market information
 - Internal analysis
- > Result: action plan; entrepreneur knows what market to aim at and what actions to take internally
- > Market research, market entry, partner search and writing business plan are not part of coaching trajectory





Vouchers collective activities

- > For SMEs (export starters)
 - with exports \leq 25% of sales; or
 - max 3 years in Trade Register
- > To participate in trade missions and collective trade fair participations
 - organised by private, commercial organisations
 - no financial support by the Dutch or EU government
 - published on portal IO, www.internationaalondernemen.nl
- > Voucher: max €1,500 (50% of participation fee)





Knowledge vouchers

- > For SMEs with a finalised orientation on a specific market (new activity)
- > Legal and/or fiscal advice
- > Max € 2,500: 50% of costs external expert
- > Valid for 6 months
- > Offer based < 3 months; and
- > Résumé of the external expert





DHI subsidy program

- > DHI: subsidy program to stimulate and prepare exports to and investments in other countries
- > By means of demonstration projects, feasibility studies and investment preparation projects
- > Open to SMEs from all parts of the Kingdom of the Netherlands
 - concrete international projects
 - exporting or investing companies
 - capable to export independently
 - complex questions and situations
- > Open to projects in (almost) all countries
- > Open to projects in all sectors





Demonstration projects

- > Demonstrate technology or services to potential clients
- > Demonstrate that this technology works in local context and that technology is effective and profitable
- > Goal: convince potential clients
- > Demonstration in real situation to different potential clients
- > Concrete bottlenecks
- > Small scale
- > Max project duration 3 years
- > Max subsidy € 200,000 (50%)





Feasibility studies

- > Investigate if foreign investment in Dutch capital goods or technology is technically and financially feasible
- > Study for 1 potential foreign client, Letter of Intent
- > Result: project design and investment plan for foreign client
- > Goal: foreign client can make investment decision
- > Concrete project, no market research
- > Max project duration 2 years
- > Max subsidy € 100,000 (50%)





Investment preparation projects

- > Investigate if investment by Dutch company in other country is technically and financially feasible
- > Investment in production or services facility
- > Result: business plan
- > Goal: Dutch company is able to make investment decision and can apply for financing
- > Concrete project, no market research
- > Max project duration 2 years
- > Max subsidy € 100,000 (50%)





Practical information

- > First-come, first-serve
- > Available budget: € 9 million
- > Before applying company needs to submit quickscan to RVO
- > Applications are judged among others on export potential, experience of applicant and quality of proposal. Projects in developing countries must have positive development impact.
- > See www.rvo.nl/dhi (in Dutch)
- > Contact: dhi@rvo.nl





PIB – Partners for International Business

- > A Public-private partnership scheme aimed at sustainable positioning of Dutch *topsectors* on promising markets abroad
- > 3 year programme with government funding focused on country and sector
 - Long-term commitment from cluster of companies
 - at least 5 companies and / or knowledge institutions active in one of the top sectors
 - Convincing business case





Thank you for your time!

www.rvo.nl/internationaalondernemen

www.internationaalondernemen.nl

www.rvo.nl/caribisch

Customer contact: **+31 70 379 80
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