Manchester Chamber International Trade Services

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What Services?

How do we deliver?

Achievements?

What would we change?

What Services?

Driven by the requirements of our customers:

Member companies

UKTI

North West Development Agency

European Commission

NWDA and UKTI services – why and how?

Services are complementary to each other and to other international chamber services.

Companies have a single point of contact for all international services.

Consortium bid with other NW chambers

What Services?

Trade facilitation:

Export Documentation

International Agreements

Training courses

International Trade Advisers

What Services?

Trade development

UKTI Services – Passport to Export, OMIS

BCC Services – Export Market Research

International Trade Advisers

Inward and outward missions

EU Projects

What Services?

And more….

Asia Pacific team

Enterprise Europe Network

British American Business Council

Chinese visa services

Translation and interpreting

Norwegian consulate

Comprehensive calendar of events

Service delivery requirements

Needed

Profitable

Complementary

Service delivery requirements

Example – LC checking service

Good demand

Profitable

Helps towards targets for new exporters, new markets, orders received and significant assistance.

Accomplishments

BCC Award for excellence in international trade

95% customer satisfaction

Internationally recognised brand

UKTI and NWDA targets consistently met

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Getting 5 Chamber Chief Execs together in one room at the same time

What we would do differently?

Service level agreements with payments linked to targets for other NW chambers.

Company example - ATG Access

Innovative small company to profitable market leader

Wide use of Chamber services:

- International strategy development
- Commercial agreements
- Research (OMIS / EMRS)
- Overseas exhibition support (TAP)
- In house training
- Export docs