

San Antonio MBDA Export Growth Services

The importance of Minority Business Enterprises (MBEs) as a key component of U.S. international trade has never been greater. Minority-owned firms have the most favorable export attributes of any sector of the U.S. economy and represent the future of export growth.

The **San Antonio MBDA Export Center** is staffed by experienced export specialists who assist high-performance, minority-owned enterprises to expand into international markets through exports. Our **Export Growth Services** consist of:

Export Consulting

To succeed as an exporter, MBEs must have sound management practices and processes in place. Our services include strategic advising in critical export areas, such as marketing, logistics, finance and management.

Some of the services clients can choose as part of our Export Consulting offerings are:

- Export Readiness Assessment (for new-to-export companies)
- Export Effectiveness Diagnostics (for experienced exporters)
- Export strategy assessment and design: review or the client's current strategy or design of a new strategy
- Export strategy execution assistance: includes but is not limited to travelling with the client to meet prospects, assisting with prospect screening and selection, international distribution agreement negotiation, partner retention, and more!
- Cultural awareness advising and translations

Clients can expect to receive these services from export specialist with real export experience.

Access to Capital for Exporters and Trade Finance

Critical to any plans for international expansion is access to the capital required to finance operations, which frequently is a challenge to obtain for both new-to-export and experienced exporters.

We help clients to identify traditional and alternative sources of capital for MBEs from both private institutions and government agencies. We also help clients navigate the application process and prepare a package with the ultimate goal of getting the funding.

Access to International Contracts

We provide identification of international procurement opportunities and solicitation analysis and proposal preparation.



Furthermore, we leverage our unique international management experience and established network of global contacts to place clients in direct contact with agencies, companies and professionals overseas who can provide additional insight and assistance to capture foreign contract opportunities.

Access to International Markets

Increasing market share through the identification of new markets abroad or increasing your customer base in an existing foreign market is our goal for you. Services include:

- Introduction to U.S. international trade resources
- Market research and intelligence reports
- Market entry strategy development
- Marketing plan design