

The Department of Business & Economic Development's Office of International Investment and Trade (OIIT) is committed to assisting small and medium-sized Maryland companies capitalize on opportunities in the global marketplace. Whether new to exporting or interested in expanding your export activities, OIIT provides assistance to all levels of exporters with internationally competitive products and services.

The Department's teams of trade professionals in Maryland and in our overseas offices have a wealth of experience in the international trade arena to help you manage and expand your global business. Among the services offered, OIIT can help businesses:

- Acquire specialized foreign market research
- Identify potential sales representatives, distributors, and/or business partners in foreign markets
- Obtain country-specific information on trade regulations
- Remain compliant with export regulations, shipping and transportation requirements
- Secure business-to-business matchmaking through incoming delegations
- Arrange for a "virtual presence" at a trade show through our Pathfinder program
- Achieve a lower cost export sales marketing program in Europe or China through the EuroRep or ChinaRep programs

In addition, OIIT can identify international trade shows and missions that provide the best venue for showcasing a businesses' product or service.

Maryland companies that receive OIIT's ExportMD award may be eligible for up to \$5,000 in reimbursement for expenses associated with export development initiatives. In addition, companies can also receive up to 40 hours of assistance from OIIT's offices located in 12 countries around the globe. For a list of these offices and further information concerning OIIT's services please visit our web site <http://www.choosemaryland.org/International/Pages/default.aspx>