

2012 – 0143 Organization Questions

Organization Types:

Client Organization
Associate organizations
Division or Subsidiaries
Ownership/Parent Organization
Bank

Data:

Number of employees
Ownership percentage
Securities Exchange Commission affiliation/reporting
Organization description
Annual sales
Percent of revenue generated through exports
Year organization established
Federal Tax ID number or EIN
Trade License Number
NAICS code/category
HS code
IRS waiver form
ISO 9000 registered
TQM/Six Sigma certified
What towards certification
Anticipated year to complete certification
Product/service description
Preferred business language
Foreign-language speaking staff
Staff with applicable qualifications to work on foreign enterprise projects
Chamber registration number
Safety record
Financial data information
Capital structure
Countries in which sales are made in order of importance
Under which state's laws is your organization organized
Is your company register with the state or Commonwealth and provide name

Dunn and Bradstreet number

Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources

Agreement concerning bribery and corporate policy prohibiting bribery

Certification

Who are your major competitors

List the most important end-users or end-user industries for this product

Export Control Classification Code

Does the product require any special technical support or after-sales service

Is your company willing to modify its product to meet foreign standards

Does the product have patent/trademark/copyright registration

Describe product/service competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition

Is product/service currently being sold in US

Benefits/unique features

US good provided by your company

List name and location of other companies

US services provided by your company

What is your organization's primary function the XXX industry

If you don't manufacture the product, provide name and location of manufacturer's headquarters

If not manufacturer, does your firm have documented sales or distribution authorization for the product

Please list end-users and/or industries that use this product

Will patent/trademark/copyright protection abroad be necessary

Can the company promptly fill any new export orders from its present inventory

How is your product typically distributed and marketed in the US and other countries

Product/service wishing to export

is the company's product sourced/produced entirely in the US?

Does US content represent at least 51% of the value of the finished product?

How would you describe your firm's top management commitment to supporting export activities?

Does your firm have a US marketing plan?

If no, does your company need help developing one?

What are the company's international sales objectives for the next 3 years (as % of total sales)

What prompted your company to export?

How is your company planning to develop sales in target markets?

What domestic channels of distribution does your company employ?

Number of employees whose jobs are attributable to exporting:

Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements.

Name key exporting problems

Name factors that could inhibit international sales of your company or company's products/services.

What specific innovations can you offer to foreign enterprise?

Trade references (name/product, country, year, volume)

If export rights are limited to a number of countries, please list countries.

Referral OIO, ODO, IBP, Trade Missions, Partner, CS Event

Under which state's laws is your organization organized

Are you the rights holder or do you have the legal right to sell or distribute the export for which you are asking for assistance in the foreign market or markets in question?

Provide relevant industrial economic sector(s)

Provide overall economic value of the project or transaction

Value and detailed description of all projected US export content

States from which the projected US export content will be sources

How will this project/transaction affect the environment?

Type of educational institution

Total number of undergraduate/graduate students

Accrediting body

Number of international students on campus

Number of international students from the country of interest

List degrees offered

Brief description of your educational institution

Describe the programs/degrees and any unique programs or characteristics

Do you have the following available for international students (check all that apply)

Minimum TOFEL score required

Do you accept IELTS?

Do you have an international marketing plan?

What international marketing and promotional methods have you used?

Have you ever participated in any of the following CS services (check all that apply)?

What type of contacts are you seeking (check all that apply)?

Describe any preferences, qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as English language ability, etc.

Please List any specific educational institutions, associations, agents, etc., that you would like us to contact.

Please List any specific educational institutions, associations, agents, etc., that we should not contact.

If setting up an overseas campus, please describe the financial benefits to the US.

Is your institution seeking representation on an exclusive basis in this market?

Do you have an exclusive arrangement with your current partner?

Is your representative aware that you are seeking additional representation?

Desired Locations/Cities

Additional Services (please note any other assistance that would be required)

If academia, please check which best describes you: Faculty/Business; Faculty/Education; Faculty/Other; Student/Business; Student/Education; Student/Other

Exporter Types

New-to-exporting

New-to-market

Increase-to-market

Exporting Experience/Information

Number of years exporting

Products exported

Annual exports (% of total sales)

Novice, Intermediate, Successful

Countries exporting to (please provide the names of the countries to which you exported and the approximate dollar value of the organization's worldwide exports for the last two calendar years)

Countries of interest

Does the product/service to be exported require any special technical support of after-sales service?

Have you inquired about IP requirements in foreign markets?

Which international distribution channels does your company currently use?

Provide additional information that CS should be aware of to fully understand your company and its requirements.
Are there specific export issues that you would like to discuss?

Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources?

Does the product/service to be exported require any special technical support or after-sales service?

Do you have access to capital and can that money be dedicated to developing market share in one or more foreign countries?

Do you have enough excess capacity to handle foreign sales orders?

Do you have the resources in your company to learn about and comply with US export controls, foreign government import controls, foreign government regulations, and foreign cultural and business norms?
Have you exported in the past two years and, if so, was it based on a deliberate plan or strategy?

Marketing Client Types

US exporters

Researcher

Student

General population

Company Export Profile

How did you learn about this program?

What promotional methods does your company use domestically?

What type(s) of information were you looking for when visiting Export.gov

How would you rate the overall usability of Export.gov?

How would you change or improve the site?

What enhancements would make it more useful?

Did you know that you could sign-up for e-mail updates from Export.gov?

Have you signed-up for any of our e-mail updates?

How would you rate the overall usefulness of our e-mail updates?

How could we make our e-mail updates more useful to you?

How did you find out about this event: e-mail, media; printed press; website; other