

ICR 0625-0143 Domestic and International Clients Export Svcs & Customized Forms QUESTIONS LIST

Category	Content	Approval Status
Client Type	U.S. organization	Approved
Client Type	Foreign organization	Approved
Client Type	Other	Approved
Client Type	Researcher	Approved
Client Type	Student	Approved
Client Type	General population	Approved
Contact Information	Alternate contact title	Approved
Contact Information	Alternate contact email	Approved
Contact Information	Alternate contact tel	Approved
Contact Information	Salutation	Approved
Contact Information	First name	Approved
Contact Information	Last name	Approved
Contact Information	Contact first name	Approved
Contact Information	Contact last name	Approved
Contact Information	Title	Approved
Contact Information	Telephone	Approved
Contact Information	Daytime phone number	Approved
Contact Information	Fax	Approved
Contact Information	Office phone	Approved
Contact Information	Cell/Mobile number	Approved
Contact Information	Affiliation	Approved
Contact Information	Email	Approved
Contact Information	User ID and password	Approved
Contact Information	Address 1	Approved
Contact Information	Address 2	Approved
Contact Information	City	Approved
Contact Information	State	Approved
Contact Information	Zip Code	Approved
Contact Information	Website	Approved
Contact Information	Contact Person: (Designated point of contact for the Applicant, which may be an independent third-party representative, if applicable) First name, Last name, Company, Telephone, Title, Email	Approved
Contact Information	Resume/Bio	New
Contact Information	Please enter your name as you would like us to use it: Prefix, First name, Middle initial or Name (if used), Last name, Suffix (if used)	New
Contact Information	In one brief sentence, please describe your work.	New
Contact Information	Please provide your work contact information. You may use a personal email address if preferred. Your position, Company/Organization name, Business address, City, State, Zip Code, Email, Phone number, Compay/Organization website	New
Contact Information	Position	New
Contact Type	Primary	Approved
Contact Type	Administrative	Approved
Contact Type	Purchaser	Approved
Contact Type	Recipient/End user	Approved
Contact Type	Requestor	Approved
Contact Type	Decision maker	Approved
Contact Type	President/CEO	Approved
Contact Type	Auditors	Approved
Contact Type	Shareholders	Approved
Contact Type	Board of Directors	Approved
Contact Type	International marketing	Approved
Contact Type	Manager	Approved
Contact Type	Banker	Approved
Contact Type	In-country representative	Approved
Contact Type	Mission sponsor	Approved
Contact Type	Principal U.S. subcontractors	Approved
Contact Type	Alternate contact	Approved
District Export Council/Comm	Please select your District Export Council/Committees:	New
District Export Council/Comm	Are you a member of the District Export Council/Committee? (Y/N)	New

	Please provide a brief statement with your qualifications to be a DEC Member. You may include: Awards received or professional honors, Trade issues you are interested in, Other community work. You may include information regarding diversity or traditional under-representation in business, especially if you feel it would help connect with relevant business communities. Per the DEC Manual, you must disclose if you represent one or more foreign governments, including as Honorary Consuls, or are employed by an entity owned by or affiliated with a foreign government. This may disqualify you from appointment to a DEC. Determination of eligibility is made on an individual basis based on the individual's ability to carry out the duties of a DEC Member representing solely the interests of the U.S. exporting community without the influence of foreign government interests, as well as the potential of the foreign appointment to raise appearance issues.	New
District Export Council/Comm		
E-Awards	Application Information: Type of application Choices: E Award for Exports; E Award for Export Service; E Star Award for Exports; E Star Award for Export Service	Approved
E-Awards	E Star Applicants: Year of previous E Award receipt	Approved
E-Awards	E Award for Exports or E Star Award for Exports Applicants: U.S. Export Statistics: Provide figures for each of the past four (4) years (either calendar or corporate fiscal), plus your most recent quarterly data. Data should include shipments to Canada and Mexico, but not Puerto Rico or the U.S. Virgin Islands. Do not include income from licensing agreements in sales figures; list licensing income separately	Approved
Educational Institution Data	Additional organization information: Educational Institution: (Please select all that apply) Four-Year College/University, Graduate School/Program, Two-Year College, High School/Boarding School, English Language Program, Public/Private/Non-Profit, Private/For-Project, Other (Please specify) Primary NAICs Code(1): Only complete if a Private/For-Profit Institution Average Annual Revenues(2): Only complete if a Private/For-Profit Institution	Approved
Educational Institution Data	Accrediting type and body:	Approved
Educational Institution Data	Do you have recruitment partners selling your courses online?	Approved
Educational Institution Data	When your educational institution is assessing potential partners, including recruitment agents in target markets, is the ability of partners to assist with online program promotion and/or recruitment a primary qualifier?	Approved
Educational Institution Data	Does your educational institution understand online transaction options and patterns for your courses and training in target markets? (e.g. market intel on consumer behavior in the education sector)	Approved
Educational Institution Data	Type of educational institution:	Approved
Educational Institution Data	Total number of undergraduate/graduate students:	Approved
Educational Institution Data	Accrediting body:	Approved
Educational Institution Data	List degrees offered:	Approved
Educational Institution Data	Please list any specific educational institutions, associations, agents, etc., that we should not contact.	Approved
Educational Institution Data	Does your educational institution have cross-border sales channels for online courses for credit or offer online classes of any kind? If so, is it being offered through your own website, marketplace, social media or in-country partner?	Approved
Educational Institution Data	Please provide 2-3 keywords that visitors would use to search for your school in a search engine:	Approved
Educational Institution Data	Does your educational institution employ in-house talent to manage your online presence? If so, in what capacity, (e.g. C-suite, digital marketing department, single webmaster, or do you use a contracted 3rd party service provider?)	Approved
Educational Institution Data	Do your in-country agents have an established online recruitment reputation and robust online recruitment channel network?	Approved
Educational Institution Data	Number of international students on campus:	Approved
Educational Institution Data	Number of international students from the country of interest:	Approved
Educational Institution Data	Brief description of your educational institution.	Approved
Educational Institution Data	Describe the programs/degrees and any unique programs or characteristics.	Approved
Educational Institution Data	Do you have the following available for international students (check all that apply)?	Approved
Educational Institution Data	Minimum TOFEL score required:	Approved
Educational Institution Data	Do you accept IELTS?	Approved
Educational Institution Data	If setting up an overseas campus, please describe the financial benefits to the U.S.	Approved
Educational Institution Data	If academia, please check which best describes you: Faculty/Business; Faculty/Education; Faculty/Other; Student/Business; Student/Education; Student/Other	Approved
Events & Activities	Describe the event in which the USG official is to participate (e.g., site visit, announcement, ribbon-cutting, business agreement signing).	Approved
Events & Activities	What is your latest information on the status of this event?	Approved
Events & Activities	What additional actions must occur before the event can materialize (e.g., financing needs to be secured, permits obtained, Ministry approval, etc.)?	Approved
Events & Activities	A draft press release from your company announcing the event.	Approved

Events & Activities	Specific points you would like the U.S. government official to highlight regarding the event:	Approved
Events & Activities	List any specific organizations, from the private and public sectors, with whom you know you wish to meet.	Approved
Events & Activities	Outline of promotional campaign to be conducted in recruiting mission (e.g., mailing, fax campaign, brochure distribution at other trade events, radio spots). Be as specific as possible and include target dates, when available.	Approved
Events & Activities	Deadline for accepting applications from participants:	Approved
Events & Activities	Proof, such as a copy of letter of invitation, that your mission has a host organization in countries that require such as arrangement (e. g., China).	Approved
Events & Activities	Specify any need for special space and/or equipment for audiovisual presentations or technical programs.	Approved
Events & Activities	How is the event financed (state whether financed wholly by event operator or if supported or underwritten financially in whole or in part by other organizations. List organizations and financial obligation of each, including chambers of commerce, associations, business firms, city, state, or other government organizations)?	Approved
Events & Activities	Contact titles and names at show:	Approved
Events & Activities	What are your business objectives for attending [name of trade show]?	Approved
Events & Activities	Please identify decision makers for this event [name, title, organization].	Approved
Events & Activities	If you are an exhibitor at [event name], what is your booth number?	Approved
Events & Activities	Basic history or description of show:	Approved
Events & Activities	Specify product categories within this fair.	Approved
Events & Activities	Number of exhibitors/participants (U.S. and others) expected:	Approved
Events & Activities	Number of visitors expected:	Approved
Events & Activities	Please provide a description of your event.	Approved
Events & Activities	Please rank organization's top three objectives in participating in this trade mission (1=highest, 3=lowest). Choices are: finding a sales representative, finding licenses, finding joint venture partners, exposure to new business prospects, product testing/market research, immediate sales, finding a distributor, government meetings, other.	Approved
Events & Activities	Event name and date:	Approved
Events & Activities	Event location:	Approved
Events & Activities	Booth number at show:	Approved
Events & Activities	Name of building and street address:	Approved
Events & Activities	Name of fair grounds or other location which event will occupy:	Approved
Events & Activities	Attach authority to occupy event site.	Approved
Events & Activities	Attach license or permit to operate the event.	Approved
Events & Activities	Date event opens:	Approved
Events & Activities	Date event closes:	Approved
Events & Activities	If no license or permit is required, please indicate this.	Approved
Events & Activities	Person(s) attending show:	Approved
Events & Activities	How did you find out about this event?: e-mail; media; printed press; website; other	Approved
Export Data	Annual exports (as % of total sales): Less than 25%, More than 25%	Approved
Export Data	Total number of countries currently exporting to:	Approved
Export Data	Top three countries of export for the previous four years:	Approved
Export Data	What government and private sector export promotion events do you participate in?	Approved
Export Data	Describe any instances in which you had to retrofit or redesign products or services to sell them in an international market.	Approved
Export Data	How do you overcome language obstacles with your international customers?	Approved
Export Data	Describe any trade barriers your organization has faced and how they were overcome.	Approved
Export Data	If applicable, describe how you have developed a market abroad for products not previously exported.	Approved
Export Data	If applicable, describe how you have opened a new market previously closed or extremely limited to American companies.	Approved
Export Data	Describe any other strategies you employ for increasing international sales.	Approved
Export Data	Describe how increased exports have affected employment for your organization.	Approved
Export Data	How have you notified exporters of trade opportunities?	Approved
Export Data	What documentation assistance have you provided to exporters?	Approved
Export Data	Describe any overseas trade missions that you have sponsored.	Approved
Export Data	Describe any programs you provided for international businesses.	Approved
Export Data	Describe any other export services that you provide.	Approved
Export Data	Provide three case studies describing exporters that have increased exports as a result of your help, being sure to describe the ways in which your activities helped; alternately, describe how the organization's activities have resulted in community-wide export expansion.	Approved

Export Data	Percent of revenue generated through exports:	Approved
Export Data	Countries in which sales are made in order of importance:	Approved
Export Data	Not counting your profit margin, what percent of the cost to your foreign buyer derives from U.S. sources:	Approved
Export Data	Export Control Classification Code:	Approved
Export Data	Is your company willing to modify its product to meet foreign standards?	Approved
Export Data	Can the company promptly fill any new export orders from its present inventory?	Approved
Export Data	How is your product typically distributed and marketed in the US and other countries?	Approved
Export Data	Product/service wishing to export:	Approved
Export Data	Does U.S. content represent at least 51% of the value of the finished product?	Approved
Export Data	How would you describe your firm's top management commitment to supporting export activities?	Approved
Export Data	What are the company's international sales objectives for the next 3 years (as % of total sales)?	Approved
Export Data	What prompted your company to export?	Approved
Export Data	Number of employees whose jobs are attributable to exporting:	Approved
Export Data	Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements.	Approved
Export Data	Name key exporting problems:	Approved
Export Data	Name factors that could inhibit international sales of your company or company's products/services:	Approved
Export Data	New-to-exporting	Approved
Export Data	New-to-market	Approved
Export Data	Increase-to-market	Approved
Export Data	Exporting experience/information:	Approved
Export Data	Number of years exporting:	Approved
Export Data	Products exported:	Approved
Export Data	Annual exports (% of total sales):	Approved
Export Data	Novice, Intermediate, Successful	Approved
Export Data	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):	Approved
Export Data	Are you currently selling your product or service online to consumers in overseas countries?	Approved
Export Data	Countries of interest:	Approved
Export Data	Does the product/service to be exported require any special technical support or after-sales service?	Approved
Export Data	Have you inquired about IP requirements in foreign markets?	Approved
Export Data	Which international distribution channels does your company currently use?	Approved
Export Data	Are there specific export issues that you would like to discuss?	Approved
Export Data	Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources?	Approved
Export Data	Do you have access to capital and can that money be dedicated to developing market share in one or more foreign countries?	Approved
Export Data	Do you have enough excess capacity to handle foreign sales orders?	Approved
Export Data	Do you have the resources in your company to learn about and comply with U.S. export controls, foreign government import controls, foreign government regulations, and foreign cultural and business norms?	Approved
Export Data	Have you exported in the past two years and, if so, was it based on a deliberate plan or strategy?	Approved
Export Data	Company export profile:	Approved
Export Data	U.S. exporters:	Approved
Export Data	What type(s) of information were you looking for when visiting Export.gov?	Approved
Export Data	What is your organization's objective to export?	Approved
Export Data	Type of export counseling desired.	Approved
Export Data	How interested are you in establishing a business connection with [name of organization] for export sales to [location]?	Approved
Export Data	What exporting-related training have you conducted for your employees and/or international customers?	Approved
Export Data	Export Licensing: a) Are there items or technology to be exported in connection with the project that require U.S. Government marketing or export license? (Yes/No) b) If yes, please list the license and /or application number(s) and status: License/Application Number(s):	Approved
Export Data	Status of Application:	Approved
Export Data	How is your product typically distributed and marketed in other countries?	Approved
Export Data	Will patent/trademark/copyright protection abroad be necessary?	Approved
Export Data	Name factors that could inhibit international sales of your company:	Approved
Export Data	What specific innovations can you offer to [foreign enterprise]?	Approved
Export Data	Value and detailed description of all projected U.S. export content:	Approved

Export Data	States from which the projected U.S. export content will be sources:	Approved
Export Data	Description of product or service exported:	Approved
Export Data	What is your international sales model? (E.g. direct sales, distributors/agents)	Approved
Export Data	Do you currently sell online to overseas consumers?	Approved
Export Data	What specific innovations can you offer to foreign enterprise?	Approved
Export Data	Trade references (name/product, country, year, volume):	Approved
Export Data	If export rights are limited to a number of countries, please list countries.	Approved
Export Data	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?	Approved
Export Data	Please indicate any professional expertise that might be useful for counseling exporters. Please select one or more: Accounting/Taxes, Compliance/Export Controls, Documentation, Export Readiness Counseling, Free Trade Agreements, Identifying/Qualifying International Buyers, General Legal/Intellectual Property/Partnership Agreements, Logistics/Supply Chain, Marketing/Social Media/eCommerce, Market Research/Market Entry Strategies, Methods of Payment/Finance/Insurance, Trade Policy, Standards/Product Registration/Certification	New
Export Data	Please indicate any regional expertise that might be useful in counseling exporters. Please select one or more: North America (Canada and Mexico), Central & South America & Caribbean, Africa & The Middle East, Europe and Eurasia, China, Asia and Oceania	New
Export Data	Would you like to add additional export regions to your listing?	New
Export Data	Primary export regions/countries:	New
Export Data	Secondary export regions/countries:	New
Export Data	Export Licensing: a) Are there items or technology to be exported in connection with the project that require U.S. Government marketing or export license? (Yes/No) b) If yes, please list the license and /or application number(s) and status: (required) License/Application Number(s): Status of Application(s):	Approved
Finance Data	Annual sales:	Approved
Finance Data	Financial data information:	Approved
Finance Data	Capital structure:	Approved
Finance Data	Credit Card Information: Cardholder name, Credit card type (Visa, Master card, etc), Expiration date, Card number	Approved
Finance Data	Check Payment: Account holder name, ACH/Routing number, Account number, Check number	Approved
Finance Data	Sales Frequency: Longer Term Suppliers, Short Term Supplier, Irregular Purchases, Single Purchases	Approved
Finance Data	Name and contact information for company official in charge of financing:	Approved
Finance Data	Average Annual Revenue: Less than \$1 Million, \$1-3M, \$3M+	New
Gender Data	Gender: (Select all that apply) (Optional) • Female • Male • Transgender, non-binary, or another gender • Prefer not to answer	Approved
General Information	How would you rate the overall usability of Export.gov?	Approved
General Information	Did you know that you could sign-up for e-mail updates from Export.gov?	Approved
General Information	Potential services: Market Research, Gold Key Service, International Company Profile, Advocacy, etc.	Approved
General Information	Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.	Approved
General Information	Business Service Provider categories:	Approved
General Information	Additional Business Service Provider listings authorization of international posts to disclose name of client to the target company/individual:	Approved
General Information	International business in which your company is interested:	Approved
General Information	Would you like a free subscription to Commercial News USA?	Approved
General Information	Desired dates for services:	Approved
General Information	Alternate dates:	Approved
General Information	Desired locations:	Approved
General Information	Additional services (needed/requested):	Approved
General Information	Explain advantages you can provide:	Approved
General Information	Describe role of foreign business partner (s) (i. e. JV, etc) Provide name (s) address(es) and CEOs of foreign business partner or buyers.	Approved
General Information	List all signatories for any agreements to be witness (name, title, organization):	Approved
General Information	Please describe the legal nature and impact of any document that will be signed.	Approved
General Information	Are you a member of the Industry Business Association/Club or Chamber of Commerce?	Approved
General Information	Services/assistance requested from the post if status in approved (e.g., one-on-one business appoints, plant visits, translators, reception, hotel and transportation arrangements):	Approved

General Information	Target date of advance trip, name of advance officer:	Approved
General Information	Please provide a brief description of how organization's participation is consistent with the goals and objectives of this mission, as set forth in the accompanying mission statement.	Approved
General Information	If government, please check which best describes you: federal, state, local	Approved
General Information	Outline your goals and objectives.	Approved
General Information	Indicate names of VIP leaders, if appropriate.	Approved
General Information	Proposed itinerary. Please give as much detail as possible.	Approved
General Information	Please highlight the competitiveness of the applicant's bid or proposal in terms of technology, price, full lifecycle cost, best value, or other factors:	Approved
General Information	Division or subsidiary of:	Approved
General Information	What seminars, workshops, or conferences has your organization conducted?	Approved
General Information	Describe any preference, technical qualification, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have.	Approved
General Information	If this company is a subsidiary, the parent company(ies) and any controlling individual(s):	Approved
General Information	Are you currently working with a U.S. Export Assistance Center (USEAC), Dept of Commerce, U.S. Embassy or other government organization?	Approved
General Information	If working with USEAC, please provide City and Trade Specialist Name:	Approved
General Information	Share information with other TPCC Agencies:	Approved
General Information	Delegation:	Approved
General Information	Securities Exchange Commission affiliation/reporting:	Approved
General Information	NAICs Code/Category:	Approved
General Information	HS Code:	Approved
General Information	ISO 9000 Registered:	Approved
General Information	TQM/Six Sigma Certified:	Approved
General Information	Working towards Certification:	Approved
General Information	Anticipated year to complete Certification:	Approved
General Information	Agreement concerning bribery and corporate policy prohibiting bribery:	Approved
General Information	Certification:	Approved
General Information	Referral OIO, ODO, IBP, Trade Missions, Partner, CS Event:	Approved
General Information	Under which state's laws is your organization organized?	Approved
General Information	Provide relevant industrial economic sector(s):	Approved
General Information	Have you ever participated in any of the following CS services (check all that apply)?	Approved
General Information	What type of contacts are you seeking (check all that apply)?	Approved
General Information	Describe any preferences, qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as English language ability, etc.	Approved
General Information	Please list any specific educational institutions, associations, agents, etc., that you would like us to contact.	Approved
General Information	Is your institution seeking representation on an exclusive basis in this market?	Approved
General Information	Do you have an exclusive arrangement with your current partner?	Approved
General Information	Is your representative aware that you are seeking additional representation?	Approved
General Information	Desired locations/cities:	Approved
General Information	Additional services (please note any other assistance that would be required):	Approved
General Information	U.S. Embassy/Consulate Commercial Specialist responsible for lead:	Approved
General Information	U.S. Embassy/Consulate Post:	Approved
General Information	Companies you currently represent:	Approved
General Information	For tenders Trade Leads - companies that are already pre-qualified:	Approved
General Information	Is there a sovereign or corporate guarantee for this project? (Yes/No) *Imperative to know this for exim financing.	Approved
General Information	Can bid be submitted in English? (Yes/No)	Approved
General Information	What type of business contacts you are seeking:* Manufacturer, Joint Venture Partner or Licensee, Agent/Sales Representative, Franchisee, Other, Please Specify:	Approved
General Information	Should responding firms write in English or another language: English, Other/Please Specify:	Approved
General Information	Do you want responses from U.S. manufacturers only or are agents and distributors acceptable?: U.S. Manufacturers Only, Agents and Distributors Acceptable	Approved
General Information	Is a service contract required? (Yes/No)	Approved
General Information	Place of domicile:	Approved
General Information	Bidder of record: a) Is the applicant the bidder of record? (Please check one.) (Yes/No) b) If no, please provide the name and nationality of the bidder of record: Name: Nationality:	Approved

General Information	Is the applicant bidding as part of a partnership, consortium, joint venture, or other form of association with other companies? (Yes/No) a) If yes, please list below: (If needed, list any additional partners in a separate attachment.) Partner 1 - Company Name, Contact Name, Title, Nationality, Telephone, Email address Partner 2 - Company Name, Contact Name, Title, Nationality, Telephone, Email address Partner 3 - Company Name, Contact Name, Title, Nationality, Telephone, Email address	Approved
General Information	Advocacy Type: a) Is this a request for (please check only one): Commercial (non-Defense) Advocacy?, Defense Advocacy? b) If this is for Defense Advocacy, is this a (please check only one): Foreign Military Sale (FMS)?, Direct Commercial Sale (DCS)?, To be Determined	Approved
General Information	Reason for requested assistance:	Approved
General Information	ITAC(s) of interest:	Approved
General Information	blank	Approved
General Information	If the applicant is representing a trade association, identify all foreign and domestic entities involved, including percentage of ownership and control and role of each entity.	Approved
General Information	What specific information do you want U.S. suppliers to provide to you when they respond?	Approved
General Information	How did you learn about this program?	Approved
General Information	How would you change or improve the site?	Approved
General Information	What enhancements would make it more useful?	Approved
General Information	Have you signed-up for any of our e-mail updates?	Approved
General Information	How would you rate the overall usefulness of our e-mail updates?	Approved
General Information	How could we make our e-mail updates more useful to you?	Approved
General Information	Do you have [foreign language]-speaking staff members with applicable qualifications that could work on foreign enterprise projects?	Approved
General Information	Other services or activities:	Approved
General Information	Associated companies/division or subsidiaries:	Approved
General Information	BSP categories:	Approved
General Information	Additional BSP listings:	Approved
General Information	Authorization of overseas post to disclose name of client to the target company/individual.	Approved
General Information	What type of business contacts are you seeking?	Approved
General Information	Is your firm seeking representation on an exclusive basis in this market?	Approved
General Information	Describe any preference, technical qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have.	Approved
General Information	Is your representative/partner aware you are seeking additional representation?	Approved
General Information	What is the outcome or result you expect to accomplish by working with CS?	Approved
General Information	List priority countries of most importance to you.	Approved
General Information	For each market you have selected, please specify questions/topics you would like to discuss with the Commercial Specialists.	Approved
General Information	The U.S Commercial Service has offices at U.S. Embassies/Consulates in 82 countries. Can we be of assistance in any other markets?	Approved
General Information	Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.	Approved
General Information	Are there specific companies you would not like us to contact? If so, please name them.	Approved
General Information	If applicable, please provide the necessary contact information of your current representative/partner:	Approved
General Information	Short Business Service Provider description:	Approved
General Information	Complete Business Service Provider description:	Approved
General Information	Description of company/products/services/objectives:	Approved
General Information	Challenged, mixed effective, effective	Approved
General Information	Are you looking for representation in [country]?	Approved
General Information	CAS # (Chemical Abstract Service Number) under the organization questions/data:	New
General Information	What is the relevant supply chain sector?	New
General Information	What is the relevant supply chain subsector (if any)?	New
General Information	Would your company like to continue to be listed in the EMC Directory? (Y/N)	New
General Information	What has been your experience regarding the EMC Directory?	New
General Information	Would you be willing to provide a public testimonial? (Y/N)	New
General Information	Would you like to add additional industries to your listing?	New
General Information	Would you like to add additional specializations to your listing?	New
General Information	Please provide any additional information:	New
General Information	Are you currently working with a U.S. Local Trade Office? (Y/N)	New
General Information	If yes, please provide the city and the name of the Trade Specialist:	New
General Information	Would you be interesting in providing a testimonial to be published on Trade.gov? (Y/N)	New

General Information	Please provide any additional feedback on the [program] service:	New
General Information	Additional Information:	New
General Information	Is the Applicant bidding as part of a partnership, consortium, joint venture, or other form of association with other companies? (Yes/No) a) If yes, please list below (If needed, list any additional partners in a separate attachment.): Partner 1: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address Partner 2: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address Partner 3: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address	New
General Information	Advocacy Type: a) Is this a request for (please check only one): Commercial (non-Defense) Advocacy?, Defense Advocacy? b) If this is for Defense Advocacy, is this a (please check only one): Foreign Military Sale (FMS)?, Direct Commercial Sale (DCS)?, Hybrid (FMS/DCS), To be Determined	Approved
Import Data	If import rights are limited to a number of countries, please list countries:	Approved
Import Data	Product/service wishing to import:	Approved
Import Data	Firms' objective to import: (Choose all that apply)	Approved
Import Data	Import Control Classification Code:	Approved
Import Data	Can the company promptly fill any new import orders from its present inventory?	Approved
Import Data	Number of years importing:	Approved
Import Data	Have you previously tried to import from the U.S.?	Approved
Import Data	Are there specific import issues that you would like to discuss?	Approved
Import Data	How would you describe your firm's top management commitment to supporting import activities?	Approved
Import Data	What prompted your company to import?	Approved
Marketing Data	Name and contact info for company official in charge of international sales/marketing:	Approved
Marketing Data	Do you have an international marketing plan?	Approved
Marketing Data	What international marketing and promotional methods have you used?	Approved
Marketing Data	Where are you most interested in marketing your product?	Approved
Marketing Data	How is your company planning to develop sales in target markets?	Approved
Marketing Data	What new markets are you targeting to expand future sales?	Approved
Marketing Data	What promotional methods does your company use domestically?	Approved
Marketing Data	What market research do you conduct?	Approved
Marketing Data	If no, does your company need help developing a U.S. marketing plan?	Approved
Marketing Data	Does your firm have a U.S. marketing plan?	Approved
Marketing Data	What promotional methods does your company use domestically?	Approved
Marketing Data	What are you hoping to accomplish with market research? (Find new markets, expand current markets, etc. Please add specific details when possible.)	New
Marketing Data	Please list here any hyperlinks for marketing materials (e.g. links to online .pdf brochures, online videos, etc.). If you prefer, please email any materials to your local contact along with this form.	New
Marketing Data	What market information will be most useful for you? What are factors that predict a good market for you?	New
Minority Data	Organization may provide any information that it considers relevant to the purpose of the trade mission regarding diversity and/or traditional under-representation in business.	Approved
Minority Data	Is your company (check all that apply): Woman-owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen whose gender is female)	Approved
Minority Data	Is your company (check all that apply): Veteran-owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen who has served or currently serving in the U.S. armed forces)	Approved
Minority Data	Is your company (check all that apply): Minority-owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen whose ethnic background is at least 25% Asian-Indian, Asian-Pacific, Black, Hispanic, or Native American)	Approved
Minority Data	Is your company (check all that apply): Disabled-owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen who is disabled as defined by the Americans with Disabilities Act)	Approved
Minority Data	Is your company (check all that apply): Religious Minority-owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen whose religion is considered to be a minority within the United States)	Approved
Minority Data	Is your company (check all that apply): LGBTQ+ owned (Organization is at least 51% owned, operated, and controlled by a minimum of one U.S. citizen who is part of the lesbian, gay, bisexual, transgender, and queer + community)	Approved

Minority Data	Is your company (check all that apply): Minority Serving Institutions (an accredited academic institution whose enrollment of a single minority or a combination of minorities exceeds fifty percent of the total enrollment, including graduate and undergraduate and full- and part-time students.)	Approved
Minority Data	Is your company (check all that apply): None of the above / Don't know	Approved
Minority Data	If respondent selects Minority-owned, ask the following question: Please select the racial category or categories with which you most closely identify. (Mark all that apply): American Indian or Alaska Native, Asian, Black or African American, Hispanic, Native Hawaiian or Other Pacific Islander	Approved
Minority Data	Do you identify with any of the following groups that the federal government, in Executive Order 13985, has identified as underserved? Check all that apply. Members of religious minorities Lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons Persons with disabilities Persons who live in rural areas Persons otherwise adversely affected by persistent poverty or inequality. No, I do not identify with any of these groups.	Approved
Minority Data	If Minority Serving Institution, please select the category or categories with which you most closely identify. Please check all that apply. Asian American and Native American Pacific Islander-Serving Institution (AANAPISI) Alaska Native and Native Hawaiian-Serving Institution (ANNH) Historically Black Colleges and Universities (HBCU) Hispanic-Serving Institution (HSI) Native American-Serving Nontribal Institution (NASNTI) Predominantly Black Institutions (PBI) Tribal Colleges and Universities (TCU)	New
Organization Information	Provide additional information that [bureau] should be aware of to fully understand your company and its requirements.	Approved
Organization Information	Institution website address:	Approved
Organization Information	Organization name:	Approved
Organization Information	Organization address 1:	Approved
Organization Information	Organization address 2:	Approved
Organization Information	Organization city:	Approved
Organization Information	Organization country:	Approved
Organization Information	Organization website:	Approved
Organization Information	Number of employees:	Approved
Organization Information	Ownership percentage:	Approved
Organization Information	Organization description:	Approved
Organization Information	Year organization established:	Approved
Organization Information	Federal Tax ID number or EIN:	Approved
Organization Information	IRS Waiver form:	Approved
Organization Information	Preferred business language:	Approved
Organization Information	Foreign-language speaking staff:	Approved
Organization Information	Staff with applicable qualifications to work on foreign enterprise projects:	Approved
Organization Information	Chamber registration number:	Approved
Organization Information	Safety record:	Approved
Organization Information	Under which state's law is your organization organized:	Approved
Organization Information	Is your company register with the state or Commonwealth (provide name)?	Approved
Organization Information	Duns and Bradstreet number:	Approved
Organization Information	Who are your major competitors?	Approved
Organization Information	List name and location of other companies:	Approved
Organization Information	What is your organization's primary function in the [industry name] industry?	Approved
Organization Information	What domestic channels of distribution does you company employ?	Approved
Organization Information	What markets/product categories does your organization represent or plan to represent in the [industry name] industry? Consumer Electronics: Audio; Emerging Technology; Automotive Electronics; Entertainment/Content; Computer Hardware & Software; Connected Home; Lifestyle Electronics, Content Distribution; Telecomm./Infrastructure; Digital Health and Fitness; Video; Digital Imaging/Photography; Wireless & Wireless Devices; Electronic Gaming; Other (Industry category names and subcategories selected via radio buttons change based on industry)	Approved
Organization Information	Full corporate name:	Approved
Organization Information	Headquarters Address - Street, City, State/Province, Postal Code, Country	Approved
Organization Information	Ownership (Identify any parent companies and the percentage of ownership of each parent.)	Approved
Organization Information	Number of Employees - In U.S.A., Outside U.S.A.	Approved

Organization Information	Size (number of employees?): blank, 0-50, 51-100, 100-250, 250-500, 500+	Approved
Organization Information	What is your organization's primary function in the [industry name] industry? Consumer Electronics: Buying Organization; Government; Services; Industry Organization; IT/MIS; Finance & Investment (Organization primary functions, category names and subcategories selected via radio buttons change based on industry)	Approved
Organization Information	Trade license number:	Approved
Organization Information	Organization's objective:	Approved
Organization Information	Describe any special features of your company's operations, interests or objectives in the target market that can help us identify potential business partners.	Approved
Organization Information	Is your company represented in the country/region? If yes, is this arrangement exclusive?	Approved
Organization Information	How effective is your company with the following activities: Conducting market research; developing business plans; marketing/selling internationally/ finding business partners; protecting intellectual property; ensuring compliance with US or foreign laws; managing payment/financing; shipping/preparing export documentation; ensuring sufficient production capacity.	Approved
Organization Information	Would you be able to establish a reliable supply chain to [organization]?	Approved
Organization Information	Please select your industry, Please select one or more...Aerospace, Agribusiness, Automotive, Building Products and Construction, Chemicals, Consumer Goods, Defense Products, E-Commerce, Education, Energy including Renewable, Environmental Industries, Financial Services, Franchising, Government (state or local government agency), Health and Medical, Information and Telecom, Logistics, Machinery, Manufacturing, Media and Entertainment, Metals, Professional Services, Technology, Textiles and Apparel, Travel and Tourism, Transportation	New
Organization Information	Does your company file reports with the Securities and Exchange Commission?	New
Organization Information	Is this business a U.S. subsidiary of a foreign-owned company?	New
Organization Information	Number of U.S. employees:	New
Organization Information	What are the characteristics of your best customers?	New
Organization Information	Please provide links to 3 companies who exemplify your ideal client (even if they are US based companies).	New
Organization Information	Please provide links to top competitors.	New
Organization Information	Name of the foreign company:	New
Organization Information	Website of the foreign company:	New
Organization Information	Address of the foreign company:	New
Organization Information	Contact name(s) of the foreign company	New
Organization Information	Email of contact of the foreign company	New
Organization Information	Phone of contact of the foreign company	New
Organization Information	Would you like us to look for any specific concerns regarding the foreign company?	New
Organization Information	Company Activity: (Please select all that apply) - Manufacturer - Distributor/Representative - Export Management Company - Service Company - Franchiser - Other (specify):	New
Organization Information	Number of years in business:	New
Organization Information	Industry or Industries Served: Agriculture, Alcohol, Apparel, Automotive, Aviation, Construction, Chemicals, Children's Products, Crafting, Diverse, Education, Electronics, Fertilizer, Finance, Food Service, Food/Beverage/Groceries, Health Care, HVAC, Industrial Products, Infrastructure, Lawn and Garden, Logistics, Manufacturing Equipment, Marine, Mining/Minerals, Oil and Gas, Personal Care, Pet/Animal Care, Power and Energy, Pharmaceutical, Rail, Technology, Transportation, Water/Wastewater, Weapons	New
Organization Information	If another industry, please explain:	New
Organization Information	As an EMC, what services do you provide to your clients?	New
Organization Information	Current clients or references (2 or 3):	New
Organization Information	Local Trade Specialist	New
Organization Type	Agent/Rep/Distributor	Approved
Organization Type	Importer	Approved
Organization Type	Area developer	Approved
Organization Type	Business or organization type (Manufacturer, Distributor, Trade Association, etc.)	Approved
Organization Type	Manufacturer	Approved
Organization Type	Service Provider	Approved
Organization Type	Educational Institution	Approved
Organization Type	Franchisor (Master, Unit)	Approved

Organization Type	Client organization	Approved
Organization Type	Associate organizations	Approved
Organization Type	Division or Subsidiaries	Approved
Organization Type	Ownership/Parent organization	Approved
Organization Type	Corporate	Approved
Organization Type	Headquarters	Approved
Organization Type	Sponsoring organization	Approved
Organization Type	Bank	Approved
Organization Type	Organization Type:* Distributor/Representative, National Government, Export Management Company, Service Company, Franchiser, Retailer, Other/Please Specify	Approved
Product/Service Data	Please list the ecommerce sales channels in which you sell your products/services online:	Approved
Product/Service Data	Is there a Local Content Requirement? If So, How Much? Yes/If Yes, How Much?/No	Approved
Product/Service Data	Describe the product/service(s) you are looking for. Please be as specific as possible.*	Approved
Product/Service Data	If you already have a U.S. Supplier(s) in mind, please indicate the company of interest below.	Approved
Product/Service Data	Quantity needed: Price range/dollar (\$) value:	Approved
Product/Service Data	Quantity needed: Purchase needed by/Submission deadline:*	Approved
Product/Service Data	General description of trade activities and products and services of the U.S. entity to be represented.	Approved
Product/Service Data	U.S. goods provided by your company:	Approved
Product/Service Data	Product/Service contain 51 percent U.S. content?	Approved
Product/Service Data	Product/Service Description:	Approved
Product/Service Data	List the most important end-users or end-user industries for this product:	Approved
Product/Service Data	Does the product require any special technical support or after-sales service?	Approved
Product/Service Data	Does the product have patent/trademark/copyright registration?	Approved
Product/Service Data	Describe product/service competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition:	Approved
Product/Service Data	Benefits/unique features:	Approved
Product/Service Data	U.S. good provided by your company:	Approved
Product/Service Data	U.S. services provided by your company:	Approved
Product/Service Data	If you don't manufacture the product, provide name and location of manufacturers' headquarters.	Approved
Product/Service Data	If not manufacturer, does your firm have documented sales or distribution authorization for the product?	Approved
Product/Service Data	Please list end-users and/or industries that use this product:	Approved
Product/Service Data	Is the company's product sourced/produced entirely in the US?	Approved
Product/Service Data	Is product/service currently being sold in U.S.?	Approved
Product/Service Data	Product categories/industries to be promoted.	Approved
Product/Service Data	If you do not manufacture the product, provide name and location of manufacturer's headquarters:	Approved
Product/Service Data	If not the manufacturer, does your firm have documented sales or distribution authorization for the product?	Approved
Product/Service Data	Describe product/services competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition.	Approved
Product/Service Data	Discuss Intellectual Property:	Approved
Product/Service Data	List the most important end-users or end-user industries for this product /service:	Approved
Product/Service Data	What type of licensing or registration does the product you are seeking require in your country?	Approved
Product/Service Data	Product description (e.g., physical characteristics, CAS #, function, application, principal or end use within the critical sector, etc.)	Approved
Product/Service Data	Do you take possession of the client's products? (Y/N)	New
Product/Service Data	What are the unique advantages of your product or service? What is your value proposition to your customers?	New
Project Data	Provide overall economic value of the project or transaction:	Approved
Project Data	Is the applicant or any of its partners seeking U.S. Government financing through EXIM Bank or the Development Finance Corporation (DFS) for the project? (Yes/No) a) If yes, please name the institution(s) and status of the applicant(s): b) If no, please indicate whether the Applicant or any of its partners plan to seek or would like assistance in seeking such financing/support for the project: (Yes/No)	Approved
Project Data	Identify all foreign and domestic entities involved, including ownership and control and role of each entity in the project. Entity/ownership, percent ownership of this project.	Approved
Project Data	What if any agreements/approvals have preciously occurred in connection with this project?	Approved
Project Data	How will this project/transaction affect the environment?	Approved
Project Data	Project: Name of project, location, country	Approved
Project Data	Please provide a description of the project or procurement the applicant is pursuing ("the project").	Approved

Project Data	Please list the foreign government entity or entities responsible for awarding the project and other officials who may have influence over the project.	Approved
Project Data	What is the current status of the project? (Please include applicant interactions with foreign government decision- makers to date.)	Approved
Project Data	Please provide the specific timeframe for when project actions will take place and when decisions will be made (if known). Interim Decision Date(s): Final Decision Date:	Approved
Project Data	Please indicate the best estimate or actual values (in U.S. Dollars only) contributed to the project by the Applicant and other companies, including partners or suppliers, if applicable: a) U.S.-Sourced Goods Provided by Applicant: b) U.S.-Sourced Services Provided by Applicant: c) U.S.-Sourced Goods Provided by Other Companies: d) U.S.-Sourced Services Provided by Other Companies: e) Total U.S.-Sourced Goods and Services: (a + b + c + d) f) Foreign-Sourced Goods Provided by Applicant: g) Foreign-Sourced Services Provided by Applicant: h) Foreign-Sourced Goods Provided by Other Companies: i) Foreign-Sourced Services Provided by Other Companies: j) Total Foreign-Sourced Goods and Services: (f + g + h + i) k) Total Project Value: (e + j) l) Percent U.S.-Sourced Goods and Services: $\% (e \div k) \times 100$	Approved
Project Data	Please identify the competitors for the project: (If needed, list any additional competitors in a separate attachment.) a) U.S. Competitors: Company - Company - Company - Company - Company - Company - b) Foreign (non-U.S.) Competitors: Company - Nationality - Company - Nationality - Company - Nationality - Company - Nationality - Company - Nationality - Company - Nationality -	Approved
Project Data	Is the applicant or any of its partners receiving advocacy or other assistance from a foreign government for the project? (Yes/No) a) If yes, please list the foreign government(s), and partner(s), if applicable:	Approved
Project Data	What is the current status of the project? Please include interactions with the U.S. embassy/consulate in-country and foreign government decision-makers, and other project particulars such as requests from the foreign government for information, proposal, or quotation.	New
Project Data	Please provide the specific timeframe of any project milestones. In addition to estimated final award date, please include interim milestones and associated dates (if known) such as tender release, bid submission, or downselection. Interim Milestone(s) and Associated Date(s): Estimated Final Award Date:	New
Project Data	Please identify which of the project goods and/or services will be U.S.-sourced and from which U.S. state or territory they will be exported: a)U.S.-Sourced Goods and/or Services Provided by the Applicant: (list of Goods or Services and their U.S. State/Territory) b)U.S.-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, and U.S. State/Territory)	Approved
Project Data	Please identify which of the project goods and/or services are foreign-sourced: a) Foreign-Sourced Goods and/or Services Provided by Applicant: (list of Goods or Services, Company, Country) b) Foreign-Sourced Goods and/or Services Provided by Other Companies:(list of Goods or Services, Company, Country)	New
Project Data	How will the project be financed (if known)?	Approved
Project Data	Is the project financed by any of the following Multilateral Development Banks (MDBs): World Bank (WB), Inter-American Development Bank (IDB), African Development Bank (AfDB), European Bank for Reconstruction and Development (EBRD), or the Asian Development Bank (ADB)? (Yes/No/Not Sure) a) If yes, please specify the MDB:	Approved
Project Data	Is the U.S. Trade and Development Agency (USTDA) providing support for the project? (Yes/No/Not Sure) a) If yes, please indicate whether USTDA project support is through feasibility studies, training grants, or other assistance (if known): b) If no, please indicate whether the Applicant or any of its partners plan to seek or would like assistance in seeking support from USTDA for the project: (Yes/No)	Approved

<p>Race and Ethnicity Data</p>	<p>Figure 1. Race and Ethnicity Question with Minimum Categories, Multiple Detailed Checkboxes, and Write-In Response Areas with Example Group (DO NOT DISTRIBUTE - FOR INTERNAL FEDERAL GOVERNMENT USE ONLY)</p> <p>What is your race and/or ethnicity? <i>Select all that apply and enter additional details in the spaces below.</i></p> <ul style="list-style-type: none"> • American Indian or Alaska Native – <i>Enter, for example, Navajo Nation, Blackfeet Tribe of the Blackfeet Indian Reservation of Montana, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, Aztec, Maya, etc.</i> • Asian – <i>Provide details below:</i> <ul style="list-style-type: none"> • Chinese • Asian Indian • Filipino • Vietnamese • Korean • Japanese <i>Enter, for example, Pakistani, Hmong, Afghan, etc.</i> • Black or African American – <i>Provide details below.</i> <ul style="list-style-type: none"> • African American • Jamaican • Haitian • Nigerian • Ethiopian • Somali <i>Enter, for example, Trinidadian and Tobagonian, Ghanaian, Congolese, etc.</i> • Hispanic or Latino – <i>Provide details below.</i> <ul style="list-style-type: none"> • Mexican • Puerto Rican • Salvadoran • Cuban • Dominican • Guatemalan <i>Enter, for example, Colombian, Honduran, Spaniard, etc.</i> • Middle Eastern or North African – <i>Provide details below.</i> <ul style="list-style-type: none"> • Lebanese • Iranian • Egyptian • Syrian • Iraqi • Israeli <i>Enter, for example, Moroccan, Yemeni, Kurdish, etc.</i> • Native Hawaiian or Pacific Islander – <i>Provide details below.</i> <ul style="list-style-type: none"> • Native Hawaiian • Samoan • Chamorro • Tongan • Fijian • Marshallese <i>Enter, for example, Chuukese, Palauan, Tahitian, etc.</i> • White – <i>Provide details below.</i> <ul style="list-style-type: none"> • English • German • Irish • Italian • Polish • Scottish <i>Enter, for example, French, Swedish, Norwegian, etc.</i> 	<p>Approved</p>
<p>Race and Ethnicity Data</p>	<p>Figure 2. Race and Ethnicity Question with Minimum Categories Only and Examples (DO NOT DISTRIBUTE - FOR INTERNAL FEDERAL GOVERNMENT USE ONLY)</p> <p>What is your race and/or ethnicity? <i>Select all that apply.</i></p> <ul style="list-style-type: none"> • American Indian or Alaska Native – <i>For example, Navajo Nation, Blackfeet Tribe of the Blackfeet Indian Reservation of Montana, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, Aztec, Maya, etc.</i> • Asian – <i>For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.</i> • Black or African American – <i>For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.</i> • Hispanic or Latino – <i>For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.</i> • Middle Eastern or North African – <i>For example, Lebanese, Iranian, Egyptian, Syrian, Iraqi, Israeli, etc.</i> • Native Hawaiian or Pacific Islander – <i>For example, Native Hawaiian, Samoan, Chamorro, Tongan, Fijian, Marshallese, etc.</i> • White – <i>For example, English, German, Irish, Italian, Polish, Scottish, etc.</i> 	<p>Approved</p>
<p>Race and Ethnicity Data</p>	<p>Figure 3. Race and Ethnicity Question with Minimum Categories Only (DO NOT DISTRIBUTE - FOR INTERNAL FEDERAL GOVERNMENT USE ONLY)</p> <p>What is your race and/or ethnicity?</p> <p>Select all that apply.</p> <ul style="list-style-type: none"> • American Indian or Alaska Native • Asian • Black or African American • Hispanic or Latino • Middle Eastern or North African • Native Hawaiian or Pacific Islander • White 	<p>Approved</p>
<p>Website/Digital Data</p>	<p>Is there any additional information you would like to provide about your website or digital strategy?</p>	<p>Approved</p>
<p>Website/Digital Data</p>	<p>Please provide your top three competitor website URLs for benchmarking purposes.</p> <ol style="list-style-type: none"> 1. 2. 3. 	<p>Approved</p>
<p>Website/Digital Data</p>	<p>When was your website designed or last updated?</p>	<p>Approved</p>
<p>Website/Digital Data</p>	<p>How is your website managed?: In-house web designer: creates content, updates site, search engine optimization External web designer: creates content, updates site, search engine optimization</p>	<p>Approved</p>
<p>Website/Digital Data</p>	<p>Do you track your website's analytics? If so, can you share them with us in order establish a performance baseline?</p>	<p>Approved</p>

Website/Digital Data	Have you done website search engine optimization (SEO) to your online promotional content in advance of this event?	Approved
Website/Digital Data	How would you change or improve the site? What enhancements would make it more useful?	Approved
Website/Digital Data	From your website's analytics, please provide: Number of International site visitors last year: this year: Number of International prospects (email addresses collected) last year: this year: International sales revenue via website in the last year: this year: How much does your company spend on digital marketing per year? Do you sell your product/service via your website, or do you utilize a third-party platform (e.g., Amazon, Ebay, Tmall, Flipcart, etc)? If you use a third party, what platform can your products be purchased from? Do you have distributors selling your product/service online? International Sales: last year: this year: Site Session Time: last year: this year:	New
Website/Digital Data	How much money/time has your company spent on website improvements since receiving the WGR?	New
Website/Digital Data	Is your [organization] familiar with the international regulatory requirements that impact cross-border digital activity (e.g. consumer privacy, fiscal thresholds, customs fees and tax such as Value Added Tax (VAT) or Digital Service Tax (DST) obligations)? If so, what is your institution doing to meet these requirements?	Approved
Website/Digital Data	Has your [organization] taken General Data Protection Regulation (GDPR) into consideration?	Approved
Website/Digital Data	Does your [organization] have an IT security program, and have you updated it in the last 6 months to address new online cyber security issues?	Approved
Website/Digital Data	Does your [organization] have an established digital strategy that supports your ability to conduct online cross-border campaigns?	Approved
Website/Digital Data	Does your [organization] use online platforms overseas to promote the institution? If so, which platforms promote your [organization]?	Approved
Website/Digital Data	Does your [organization] website include a translation mechanism (i.e. Google translate)?	Approved
Website/Digital Data	If your [organization] website is translated, have you assigned someone to reply to inquiries in that language?	Approved
Website/Digital Data	Is your [organization] utilizing any 3rd party service providers to help manage your online presence in your target markets? (e.g. social media and marketplace linking)	Approved
Website/Digital Data	Is your [organization] talking, thinking, or actively engaged in a cross-border digital strategy?	Approved
Website/Digital Data	Is your [organization] aware of what your competition is doing online? If so, what have you learned about your competition?	Approved
Website/Digital Data	Does your [organization] have established Key Performance Indicators (KPIs) to track your website and digital marketing progress? If so, are you willing to share those with us to establish baseline performance benchmarks?	Approved