

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

Category	Content
Client Type	U.S. organization
Client Type	Foreign organization
Client Type	Other
Client Type	Researcher
Client Type	Student
Client Type	General population
Contact Information	Alternate contact title
Contact Information	Alternate contact email
Contact Information	Alternate contact tel
Contact Information	Salutation
Contact Information	First name
Contact Information	Last name
Contact Information	Contact first name
Contact Information	Contact last name
Contact Information	Title
Contact Information	Telephone
Contact Information	Daytime phone number
Contact Information	Fax
Contact Information	Office phone
Contact Information	Cell/Mobile number
Contact Information	Affiliation
Contact Information	Email
Contact Information	User ID and password
Contact Information	Address 1
Contact Information	Address 2
Contact Information	City
Contact Information	State
Contact Information	Zip Code
Contact Information	Website
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
Contact Information	Resume/Bio
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)
Contact Information	In one brief sentence, please describe your work.
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, Company/Organization website
Contact Information	Position
Contact Type	Primary
Contact Type	Administrative
Contact Type	Purchaser
Contact Type	Recipient/End user
Contact Type	Requestor
Contact Type	Decision maker
Contact Type	President/CEO
Contact Type	Auditors
Contact Type	Shareholders
Contact Type	Board of Directors
Contact Type	International marketing
Contact Type	Manager
Contact Type	Banker

<b>Contact Type</b>	In-country representative
<b>Contact Type</b>	Mission sponsor
<b>Contact Type</b>	Principal U.S. subcontractors
<b>Contact Type</b>	Alternate contact
<b>District Export Council/Committee</b>	Please select your District Export Council/Committees:
<b>District Export Council/Committee</b>	Are you a member of the District Export Council/Committee? (Y/N)
<b>District Export Council/Committee</b>	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. 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.
<b>E-Awards</b>	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
<b>E-Awards</b>	E Star Applicants: Year of previous E Award receipt
<b>E-Awards</b>	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
<b>Educational Institution Data</b>	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 is a Private/For-Profit Institution
<b>Educational Institution Data</b>	Accrediting type and body:
<b>Educational Institution Data</b>	Do you have recruitment partners selling your courses online?
<b>Educational Institution Data</b>	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?
<b>Educational Institution Data</b>	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)
<b>Educational Institution Data</b>	Type of educational institution:
<b>Educational Institution Data</b>	Total number of undergraduate/graduate students:
<b>Educational Institution Data</b>	Accrediting body:
<b>Educational Institution Data</b>	List degrees offered:
<b>Educational Institution Data</b>	Please list any specific educational institutions, associations, agents, etc., that we should not contact.
<b>Educational Institution Data</b>	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?
<b>Educational Institution Data</b>	Please provide 2-3 keywords that visitors would use to search for your school in a search engine:
<b>Educational Institution Data</b>	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?
<b>Educational Institution Data</b>	Do your in-country agents have an established online recruitment reputation and robust online recruitment channel network?
<b>Educational Institution Data</b>	Number of international students on campus:

<b>Educational Institution Data</b>	Number of international students from the country of interest:
<b>Educational Institution Data</b>	Brief description of your educational institution.
<b>Educational Institution Data</b>	Describe the programs/degrees and any unique programs or characteristics.
<b>Educational Institution Data</b>	Do you have the following available for international students (check all that apply)?
<b>Educational Institution Data</b>	Minimum TOFEL score required:
<b>Educational Institution Data</b>	Do you accept IELTS?
<b>Educational Institution Data</b>	If setting up an overseas campus, please describe the financial benefits to the U.S.
<b>Educational Institution Data</b>	If academia, please check which best describes you: Faculty/Business; Faculty/Education; Faculty/Other; Student/Business; Student/Education; Student/Other
<b>Events &amp; Activities</b>	Describe the event in which the USG official is to participate (e.g., site visit, announcement, ribbon-cutting, business agreement signing).
<b>Events &amp; Activities</b>	What is your latest information on the status of this event?
<b>Events &amp; Activities</b>	What additional actions must occur before the event can materialize (e.g., financing needs to be secured, permits obtained, Ministry approval, etc.)?
<b>Events &amp; Activities</b>	A draft press release from your company announcing the event.
<b>Events &amp; Activities</b>	Specific points you would like the U.S. government official to highlight regarding the event:
<b>Events &amp; Activities</b>	List any specific organizations, from the private and public sectors, with whom you know you wish to meet.
<b>Events &amp; Activities</b>	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.
<b>Events &amp; Activities</b>	Deadline for accepting applications from participants:
<b>Events &amp; Activities</b>	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).
<b>Events &amp; Activities</b>	Specify any need for special space and/or equipment for audiovisual presentations or technical programs.
<b>Events &amp; Activities</b>	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)?
<b>Events &amp; Activities</b>	Contact titles and names at show:
<b>Events &amp; Activities</b>	What are your business objectives for attending [name of trade show]?
<b>Events &amp; Activities</b>	Please identify decision makers for this event [name, title, organization].
<b>Events &amp; Activities</b>	If you are an exhibitor at [event name], what is your booth number?
<b>Events &amp; Activities</b>	Basic history or description of show:
<b>Events &amp; Activities</b>	Specify product categories within this fair.
<b>Events &amp; Activities</b>	Number of exhibitors/participants (U.S. and others) expected:
<b>Events &amp; Activities</b>	Number of visitors expected:
<b>Events &amp; Activities</b>	Please provide a description of your event.
<b>Events &amp; Activities</b>	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.
<b>Events &amp; Activities</b>	Event name and date:
<b>Events &amp; Activities</b>	Event location:
<b>Events &amp; Activities</b>	Booth number at show:
<b>Events &amp; Activities</b>	Name of building and street address:
<b>Events &amp; Activities</b>	Name of fair grounds or other location which event will occupy:
<b>Events &amp; Activities</b>	Attach authority to occupy event site.
<b>Events &amp; Activities</b>	Attach license or permit to operate the event.
<b>Events &amp; Activities</b>	Date event opens:
<b>Events &amp; Activities</b>	Date event closes:
<b>Events &amp; Activities</b>	If no license or permit is required, please indicate this.
<b>Events &amp; Activities</b>	Person(s) attending show:

<b>Events &amp; Activities</b>	How did you find out about this event?: e-mail; media; printed press; website; other
<b>Export Data</b>	Annual exports (as % of total sales): Less than 25%, More than 25%
<b>Export Data</b>	Total number of countries currently exporting to:
<b>Export Data</b>	Top three countries of export for the previous four years:
<b>Export Data</b>	What government and private sector export promotion events do you participate in?
<b>Export Data</b>	Describe any instances in which you had to retrofit or redesign products or services to sell them in an international market.
<b>Export Data</b>	How do you overcome language obstacles with your international customers?
<b>Export Data</b>	Describe any trade barriers your organization has faced and how they were overcome.
<b>Export Data</b>	If applicable, describe how you have developed a market abroad for products not previously exported.
<b>Export Data</b>	If applicable, describe how you have opened a new market previously closed or extremely limited to American companies.
<b>Export Data</b>	Describe any other strategies you employ for increasing international sales.
<b>Export Data</b>	Describe how increased exports have affected employment for your organization.
<b>Export Data</b>	How have you notified exporters of trade opportunities?
<b>Export Data</b>	What documentation assistance have you provided to exporters?
<b>Export Data</b>	Describe any overseas trade missions that you have sponsored.
<b>Export Data</b>	Describe any programs you provided for international businesses.
<b>Export Data</b>	Describe any other export services that you provide.
<b>Export Data</b>	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.
<b>Export Data</b>	Percent of revenue generated through exports:
<b>Export Data</b>	Countries in which sales are made in order of importance:
<b>Export Data</b>	Not counting your profit margin, what percent of the cost to your foreign buyer derives from U.S. sources:
<b>Export Data</b>	Export Control Classification Code:
<b>Export Data</b>	Is your company willing to modify its product to meet foreign standards?
<b>Export Data</b>	Can the company promptly fill any new export orders from its present inventory?
<b>Export Data</b>	How is your product typically distributed and marketed in the US and other countries?
<b>Export Data</b>	Product/service wishing to export:
<b>Export Data</b>	Does U.S. content represent at least 51% of the value of the finished product?
<b>Export Data</b>	How would you describe your firm's top management commitment to supporting export activities?
<b>Export Data</b>	What are the company's international sales objectives for the next 3 years (as % of total sales)?
<b>Export Data</b>	What prompted your company to export?
<b>Export Data</b>	Number of employees whose jobs are attributable to exporting:
<b>Export Data</b>	Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements.
<b>Export Data</b>	Name key exporting problems:
<b>Export Data</b>	Name factors that could inhibit international sales of your company or company's products/services:
<b>Export Data</b>	New-to-exporting
<b>Export Data</b>	New-to-market
<b>Export Data</b>	Increase-to-market
<b>Export Data</b>	Exporting experience/information:
<b>Export Data</b>	Number of years exporting:
<b>Export Data</b>	Products exported:
<b>Export Data</b>	Annual exports (% of total sales):
<b>Export Data</b>	Novice, Intermediate, Successful
<b>Export Data</b>	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):
<b>Export Data</b>	Are you currently selling your product or service online to consumers in overseas countries?
<b>Export Data</b>	Countries of interest:

Export Data	Does the product/service to be exported require any special technical support of after-sales service?
Export Data	Have you inquired about IP requirements in foreign markets?
Export Data	Which international distribution channels does your company currently use?
Export Data	Are there specific export issues that you would like to discuss?
Export Data	Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources?
Export Data	Do you have access to capital and can that money be dedicated to developing market share in one or more foreign countries?
Export Data	Do you have enough excess capacity to handle foreign sales orders?
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?
Export Data	Have you exported in the past two years and, if so, was it based on a deliberate plan or strategy?
Export Data	Company export profile:
Export Data	U.S. exporters:
Export Data	What type(s) of information were you looking for when visiting Export.gov?
Export Data	What is your organization's objective to export?
Export Data	Type of export counseling desired.
Export Data	How interested are you in establishing a business connection with [name of organization] for export sales to [location]?
Export Data	What exporting-related training have you conducted for your employees and/or international customers?
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): Status of Application:
Export Data	How is your product typically distributed and marketed in other countries?
Export Data	Will patent/trademark/copyright protection abroad be necessary?
Export Data	Name factors that could inhibit international sales of your company:
Export Data	What specific innovations can you offer to [foreign enterprise]?
Export Data	Value and detailed description of all projected U.S. export content:
Export Data	States from which the projected U.S. export content will be sources:
Export Data	Description of product or service exported:
Export Data	What is your international sales model? (E.g. direct sales, distributors/agents)
Export Data	Do you currently sell online to overseas consumers?
Export Data	What specific innovations can you offer to foreign enterprise?
Export Data	Trade references (name/product, country, year, volume):
Export Data	If export rights are limited to a number of countries, please list countries.
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?
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
Export Data	Please indicate any regional expertise that might be useful in counseling exporters. Please select one or more: North America (Canda and Mexico), Central & South America & Caribbean, Africa & The Middle East, Europe and Eurasia, China, Asia and Oceania
Export Data	Would you like to add additional export regions to your listing?
Export Data	Primary export regions/countries:
Export Data	Secondary export regions/countries:

	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):
<b>Export Data</b>	
<b>Finance Data</b>	Annual sales:
<b>Finance Data</b>	Financial data information:
<b>Finance Data</b>	Capital structure:
<b>Finance Data</b>	Credit Card Information: Cardholder name, Credit card type (Visa, Master card, etc), Expiration date, Card number
<b>Finance Data</b>	Check Payment: Account holder name, ACH/Routing number, Account number, Check number
<b>Finance Data</b>	Sales Frequency: Longer Term Suppliers, Short Term Supplier, Irregular Purchases, Single Purchases
<b>Finance Data</b>	Name and contact information for company official in charge of financing:
<b>Finance Data</b>	Average Annual Revenue: Less than \$1 Million, \$1-3M, \$3M+
<b>Gender Data</b>	Sex: (Optional) • Female • Male
<b>General Information</b>	How would you rate the overall usability of Export.gov?
<b>General Information</b>	Did you know that you could sign-up for e-mail updates from Export.gov?
<b>General Information</b>	Potential services: Market Research, Gold Key Service, International Company Profile, Advocacy, etc.
<b>General Information</b>	Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.
<b>General Information</b>	Business Service Provider categories:
<b>General Information</b>	Additional Business Service Provider listings authorization of international posts to disclose name of client to the target company/individual:
<b>General Information</b>	International business in which your company is interested:
<b>General Information</b>	Would you like a free subscription to Commercial News USA?
<b>General Information</b>	Desired dates for services:
<b>General Information</b>	Alternate dates:
<b>General Information</b>	Desired locations:
<b>General Information</b>	Additional services (needed/requested):
<b>General Information</b>	Explain advantages you can provide:
<b>General Information</b>	Describe role of foreign business partner (s) (i. e. JV, etc) Provide name (s) address(es) and CEOs of foreign business partner or buyers.
<b>General Information</b>	List all signatories for any agreements to be witness (name, title, organization):
<b>General Information</b>	Please describe the legal nature and impact of any document that will be signed.
<b>General Information</b>	Are you a member of the Industry Business Association/Club or Chamber of Commerce?
<b>General Information</b>	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):
<b>General Information</b>	Target date of advance trip, name of advance officer:
<b>General Information</b>	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.
<b>General Information</b>	If government, please check which best describes you: federal, state, local
<b>General Information</b>	Outline your goals and objectives.
<b>General Information</b>	Indicate names of VIP leaders, if appropriate.
<b>General Information</b>	Proposed itinerary. Please give as much detail as possible.
<b>General Information</b>	Please highlight the competitiveness of the applicant's bid or proposal in terms of technology, price, full lifecycle cost, best value, or other factors:
<b>General Information</b>	Division or subsidiary of:
<b>General Information</b>	What seminars, workshops, or conferences has your organization conducted?
<b>General Information</b>	Describe any preference, technical qualification, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have.
<b>General Information</b>	If this company is a subsidiary, the parent company(ies) and any controlling individual(s):

<b>General Information</b>	Are you currently working with a U.S. Export Assistance Center (USEAC), Dept of Commerce, U.S. Embassy or other government organization?
<b>General Information</b>	If working with USEAC, please provide City and Trade Specialist Name:
<b>General Information</b>	Share information with other TPCC Agencies:
<b>General Information</b>	Delegation:
<b>General Information</b>	Securities Exchange Commission affiliation/reporting:
<b>General Information</b>	NAICs Code/Category:
<b>General Information</b>	HS Code:
<b>General Information</b>	ISO 9000 Registered:
<b>General Information</b>	TQM/Six Sigma Certified:
<b>General Information</b>	Working towards Certification:
<b>General Information</b>	Anticipated year to complete Certification:
<b>General Information</b>	Agreement concerning bribery and corporate policy prohibiting bribery:
<b>General Information</b>	Certification:
<b>General Information</b>	Referral OIO, ODO, IBP, Trade Missions, Partner, CS Event:
<b>General Information</b>	Under which state's laws is your organization organized?
<b>General Information</b>	Provide relevant industrial economic sector(s):
<b>General Information</b>	Have you ever participated in any of the following CS services (check all that apply)?
<b>General Information</b>	What type of contacts are you seeking (check all that apply)?
<b>General Information</b>	Describe any preferences, qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as English language ability, etc.
<b>General Information</b>	Please list any specific educational institutions, associations, agents, etc., that you would like us to contact.
<b>General Information</b>	Is your institution seeking representation on an exclusive basis in this market?
<b>General Information</b>	Do you have an exclusive arrangement with your current partner?
<b>General Information</b>	Is your representative aware that you are seeking additional representation?
<b>General Information</b>	Desired locations/cities:
<b>General Information</b>	Additional services (please note any other assistance that would be required):
<b>General Information</b>	U.S. Embassy/Consulate Commercial Specialist responsible for lead:
<b>General Information</b>	U.S. Embassy/Consulate Post:
<b>General Information</b>	Companies you currently represent:
<b>General Information</b>	For tenders Trade Leads - companies that are already pre-qualified:
<b>General Information</b>	Is there a sovereign or corporate guarantee for this project? (Yes/No) *Imperative to know this for exIm financing.
<b>General Information</b>	Can bid be submitted in English? (Yes/No)
<b>General Information</b>	What type of business contacts you are seeking:* Manufacturer, Joint Venture Partner or Licensee, Agent/Sales Representative, Franchisee, Other, Please Specify:
<b>General Information</b>	Should responding firms write in English or another language: English, Other/Please Specify:
<b>General Information</b>	Do you want responses from U.S. manufacturers only or are agents and distributors acceptable?: U.S. Manufacturers Only, Agents and Distributors Acceptable
<b>General Information</b>	Is a service contract required? (Yes/No)
<b>General Information</b>	Place of domicile:
<b>General Information</b>	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:
<b>General Information</b>	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

<b>General Information</b>	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
<b>General Information</b>	Reason for requested assistance:
<b>General Information</b>	ITAC(s) of interest:
<b>General Information</b>	blank
<b>General Information</b>	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.
<b>General Information</b>	What specific information do you want U.S. suppliers to provide to you when they respond?
<b>General Information</b>	How did you learn about this program?
<b>General Information</b>	How would you change or improve the site?
<b>General Information</b>	What enhancements would make it more useful?
<b>General Information</b>	Have you signed-up for any of our e-mail updates?
<b>General Information</b>	How would you rate the overall usefulness of our e-mail updates?
<b>General Information</b>	How could we make our e-mail updates more useful to you?
<b>General Information</b>	Do you have [foreign language]-speaking staff members with applicable qualifications that could work on foreign enterprise projects?
<b>General Information</b>	Other services or activities:
<b>General Information</b>	Associated companies/division or subsidiaries:
<b>General Information</b>	BSP categories:
<b>General Information</b>	Additional BSP listings:
<b>General Information</b>	Authorization of overseas post to disclose name of client to the target company/individual.
<b>General Information</b>	What type of business contacts are you seeking?
<b>General Information</b>	Is your firm seeking representation on an exclusive basis in this market?
<b>General Information</b>	Describe any preference, technical qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have.
<b>General Information</b>	Is your representative/partner aware you are seeking additional representation?
<b>General Information</b>	What is the outcome or result you expect to accomplish by working with CS?
<b>General Information</b>	List priority countries of most importance to you.
<b>General Information</b>	For each market you have selected, please specify questions/topics you would like to discuss with the Commercial Specialists.
<b>General Information</b>	The U.S Commercial Service has offices at U.S. Embassies/Consulates in 82 countries. Can we be of assistance in any other markets?
<b>General Information</b>	Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.
<b>General Information</b>	Are there specific companies you would not like us to contact? If so, please name them.
<b>General Information</b>	If applicable, please provide the necessary contact information of your current representative/partner:
<b>General Information</b>	Short Business Service Provider description:
<b>General Information</b>	Complete Business Service Provider description:
<b>General Information</b>	Description of company/products/services/objectives:
<b>General Information</b>	Challenged, mixed effective, effective
<b>General Information</b>	Are you looking for representation in [country]?
<b>General Information</b>	CAS # (Chemical Abstract Service Number) under the organization questions/data:
<b>General Information</b>	What is the relevant supply chain sector?
<b>General Information</b>	What is the relevant supply chain subsector (if any)?
<b>General Information</b>	Would your company like to continue to be listed in the EMC Directory? (Y/N)
<b>General Information</b>	What has been your experience regarding the EMC Directory?
<b>General Information</b>	Would you be willing to provide a public testimonial? (Y/N)
<b>General Information</b>	Would you like to add additional industries to your listing?
<b>General Information</b>	Would you like to add additional specializations to your listing?
<b>General Information</b>	Please provide any additional information:
<b>General Information</b>	Are you currently working with a U.S. Local Trade Office? (Y/N)



<b>General Information</b>	If yes, please provide the city and the name of the Trade Specialist:
<b>General Information</b>	Would you be interesting in providing a testimonial to be published on Trade.gov? (Y/N)
<b>General Information</b>	Please provide any additional feedback on the [program] service:
<b>General Information</b>	Additional Information:
<b>General Information</b>	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
<b>General Information</b>	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
<b>Import Data</b>	If import rights are limited to a number of countries, please list countries:
<b>Import Data</b>	Product/service wishing to import:
<b>Import Data</b>	Firms' objective to import: (Choose all that apply)
<b>Import Data</b>	Import Control Classification Code:
<b>Import Data</b>	Can the company promptly fill any new import orders from its present inventory?
<b>Import Data</b>	Number of years importing:
<b>Import Data</b>	Have you previously tried to import from the U.S.?
<b>Import Data</b>	Are there specific import issues that you would like to discuss?
<b>Import Data</b>	How would you describe your firm's top management commitment to supporting import activities?
<b>Import Data</b>	What prompted your company to import?
<b>Marketing Data</b>	Name and contact info for company official in charge of international sales/marketing:
<b>Marketing Data</b>	Do you have an international marketing plan?
<b>Marketing Data</b>	What international marketing and promotional methods have you used?
<b>Marketing Data</b>	Where are you most interested in marketing your product?
<b>Marketing Data</b>	How is your company planning to develop sales in target markets?
<b>Marketing Data</b>	What new markets are you targeting to expand future sales?
<b>Marketing Data</b>	What promotional methods does your company use domestically?
<b>Marketing Data</b>	What market research do you conduct?
<b>Marketing Data</b>	If no, does your company need help developing a U.S. marketing plan?
<b>Marketing Data</b>	Does your firm have a U.S. marketing plan?
<b>Marketing Data</b>	What promotional methods does your company use domestically?
<b>Marketing Data</b>	What are you hoping to accomplish with market research? (Find new markets, expand current markets, etc. Please add specific details when possible.)
<b>Marketing Data</b>	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.
<b>Marketing Data</b>	What market information will be most useful for you? What are factors that predict a good market for you?
<b>Minority Data</b>	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 who is female)
<b>Minority Data</b>	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)
<b>Minority Data</b>	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)

<b>Minority Data</b>	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)
<b>Minority Data</b>	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)
<b>Minority Data</b>	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.)
<b>Minority Data</b>	Is your company (check all that apply): None of the above / Don't know
<b>Minority Data</b>	<p>If respondent selects Minority-owned, ask the following question: What is your race and/or ethnicity? Select all that apply.</p> <ul style="list-style-type: none"> <li>- American Indian or Alaska Native 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.</li> <li>- Asian For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.</li> <li>- Black or African American For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.</li> <li>- Hispanic For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.</li> <li>- Native Hawaiian or Other Pacific Islander For example, Native Hawaiian, Samoan, Chamorro, Tongan, Fijian, Marshellese, etc.</li> <li>- White For example, English, German, Irish, Italian, Polish, Scottish, etc.</li> </ul>
<b>Minority Data</b>	<p>If Minority Serving Institution, please select the category or categories with which you most closely identify. Please check all that apply.</p> <ul style="list-style-type: none"> <li>Asian American and Native American Pacific Islander-Serving Institution (AANAPISI)</li> <li>Alaska Native and Native Hawaiian-Serving Institution (ANNH)</li> <li>Historically Black Colleges and Universities (HBCU)</li> <li>Hispanic-Serving Institution (HSI)</li> <li>Native American-Serving Nontribal Institution (NASNTI)</li> <li>Predominantly Black Institutions (PBI)</li> <li>Tribal Colleges and Universities (TCU)</li> </ul>
<b>Organization Information</b>	Provide additional information that [bureau] should be aware of to fully understand your company and its requirements.
<b>Organization Information</b>	Institution website address:
<b>Organization Information</b>	Organization name:
<b>Organization Information</b>	Organization address 1:
<b>Organization Information</b>	Organization address 2:
<b>Organization Information</b>	Organization city:
<b>Organization Information</b>	Organization country:
<b>Organization Information</b>	Organization website:
<b>Organization Information</b>	Number of employees:
<b>Organization Information</b>	Ownership percentage:
<b>Organization Information</b>	Organization description:
<b>Organization Information</b>	Year organization established:
<b>Organization Information</b>	Federal Tax ID number or EIN:
<b>Organization Information</b>	IRS Waiver form:
<b>Organization Information</b>	Preferred business language:
<b>Organization Information</b>	Foreign-language speaking staff:
<b>Organization Information</b>	Staff with applicable qualifications to work on foreign enterprise projects:

<b>Organization Information</b>	Chamber registration number:
<b>Organization Information</b>	Safety record:
<b>Organization Information</b>	Under which state's law is your organization organized:
<b>Organization Information</b>	Is your company register with the state or Commonwealth (provide name)?
<b>Organization Information</b>	Duns and Bradstreet number:
<b>Organization Information</b>	Who are your major competitors?
<b>Organization Information</b>	List name and location of other companies:
<b>Organization Information</b>	What is your organization's primary function in the [industry name] industry?
<b>Organization Information</b>	What domestic channels of distribution does you company employ?
<b>Organization Information</b>	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)
<b>Organization Information</b>	Full corporate name:
<b>Organization Information</b>	Headquarters Address - Street, City, State/Province, Postal Code, Country
<b>Organization Information</b>	Ownership (Identify any parent companies and the percentage of ownership of each parent.)
<b>Organization Information</b>	Number of Employees - In U.S.A., Outside U.S.A.
<b>Organization Information</b>	Size (number of employees?): blank, 0-50, 51-100, 100-250, 250-500, 500+
<b>Organization Information</b>	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)
<b>Organization Information</b>	Trade license number:
<b>Organization Information</b>	Organization's objective:
<b>Organization Information</b>	Describe any special features of your company's operations, interests or objectives in the target market that can help us identify potential business partners.
<b>Organization Information</b>	Is your company represented in the country/region? If yes, is this arrangement exclusive?
<b>Organization Information</b>	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.
<b>Organization Information</b>	Would you be able to establish a reliable supply chain to [organization]?
<b>Organization Information</b>	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
<b>Organization Information</b>	Does your company file reports with the Securities and Exchange Commission?
<b>Organization Information</b>	Is this business a U.S. subsidiary of a foreign-owned company?
<b>Organization Information</b>	Number of U.S. employees:
<b>Organization Information</b>	What are the characteristics of your best customers?
<b>Organization Information</b>	Please provide links to 3 companies who exemplify your ideal client (even if they are US based companies).
<b>Organization Information</b>	Please provide links to top competitors.
<b>Organization Information</b>	Name of the foreign company:
<b>Organization Information</b>	Website of the foreign company:
<b>Organization Information</b>	Address of the foreign company:
<b>Organization Information</b>	Contact name(s) of the foreign company

<b>Organization Information</b>	Email of contact of the foreign company
<b>Organization Information</b>	Phone of contact of the foreign company
<b>Organization Information</b>	Would you like us to look for any specific concerns regarding the foreign company?
	Company Activity: (Please select all that apply) - Manufacturer - Distributor/Representative - Export Management Company - Service Company - Franchiser - Other (specify):
<b>Organization Information</b>	Number of years in business:
<b>Organization Information</b>	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
<b>Organization Information</b>	If another industry, please explain:
<b>Organization Information</b>	As an EMC, what services do you provide to your clients?
<b>Organization Information</b>	Current clients or references (2 or 3):
<b>Organization Information</b>	Local Trade Specialist
<b>Organization Type</b>	Agent/Rep/Distributor
<b>Organization Type</b>	Importer
<b>Organization Type</b>	Area developer
<b>Organization Type</b>	Business or organization type (Manufacturer, Distributor, Trade Association, etc.)
<b>Organization Type</b>	Manufacturer
<b>Organization Type</b>	Service Provider
<b>Organization Type</b>	Educational Institution
<b>Organization Type</b>	Franchisor (Master, Unit)
<b>Organization Type</b>	Client organization
<b>Organization Type</b>	Associate organizations
<b>Organization Type</b>	Division or Subsidiaries
<b>Organization Type</b>	Ownership/Parent organization
<b>Organization Type</b>	Corporate
<b>Organization Type</b>	Headquarters
<b>Organization Type</b>	Sponsoring organization
<b>Organization Type</b>	Bank
<b>Organization Type</b>	Organization Type:* Distributor/Representative, National Government, Export Management Company, Service Company, Franchiser, Retailer, Other/Please Specify
<b>Product/Service Data</b>	Please list the ecommerce sales channels in which you sell your products/services online:
<b>Product/Service Data</b>	Is there a Local Content Requirement? If So, How Much? Yes/If Yes, How Much?/No
<b>Product/Service Data</b>	Describe the product/service(s) you are looking for. Please be as specific as possible.*
<b>Product/Service Data</b>	If you already have a U.S. Supplier(s) in mind, please indicate the company of interest below.
<b>Product/Service Data</b>	Quantity needed: Price range/dollar (\$) value:
<b>Product/Service Data</b>	Quantity needed: Purchase needed by/Submission deadline:*
<b>Product/Service Data</b>	General description of trade activities and products and services of the U.S. entity to be represented.
<b>Product/Service Data</b>	U.S. goods provided by your company:
<b>Product/Service Data</b>	Product/Service contain 51 percent U.S. content?
<b>Product/Service Data</b>	Product/Service Description:
<b>Product/Service Data</b>	List the most important end-users or end-user industries for this product:
<b>Product/Service Data</b>	Does the product require any special technical support or after-sales service?
<b>Product/Service Data</b>	Does the product have patent/trademark/copyright registration?

<b>Product/Service Data</b>	Describe product/service competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition:
<b>Product/Service Data</b>	Benefits/unique features:
<b>Product/Service Data</b>	U.S. good provided by your company:
<b>Product/Service Data</b>	U.S. services provided by your company:
<b>Product/Service Data</b>	If you don't manufacture the product, provide name and location of manufacturers' headquarters.
<b>Product/Service Data</b>	If not manufacturer, does your firm have documented sales or distribution authorization for the product?
<b>Product/Service Data</b>	Please list end-users and/or industries that use this product:
<b>Product/Service Data</b>	Is the company's product sourced/produced entirely in the US?
<b>Product/Service Data</b>	Is product/service currently being sold in U.S.?
<b>Product/Service Data</b>	Product categories/industries to be promoted.
<b>Product/Service Data</b>	If you do not manufacture the product, provide name and location of manufacturer's headquarters:
<b>Product/Service Data</b>	If not the manufacturer, does your firm have documented sales or distribution authorization for the product?
<b>Product/Service Data</b>	Describe product/services competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition.
<b>Product/Service Data</b>	Discuss Intellectual Property:
<b>Product/Service Data</b>	List the most important end-users or end-user industries for this product /service:
<b>Product/Service Data</b>	What type of licensing or registration does the product you are seeking require in your country?
<b>Product/Service Data</b>	Product description ( e.g., physical characteristics, CAS #, function, application, principal or end use within the critical sector, etc.)
<b>Product/Service Data</b>	Do you take possession of the client's products? (Y/N)
<b>Product/Service Data</b>	What are the unique advantages of your product or service? What is your value proposition to your customers?
<b>Project Data</b>	Provide overall economic value of the project or transaction:
<b>Project Data</b>	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 application(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)
<b>Project Data</b>	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.
<b>Project Data</b>	What if any agreements/approvals have previously occurred in connection with this project?
<b>Project Data</b>	How will this project/transaction affect the environment?
<b>Project Data</b>	Project: Name of project, location, country
<b>Project Data</b>	Please provide a description of the project or procurement the applicant is pursuing ("the project").
<b>Project Data</b>	Please list the foreign government entity or entities responsible for awarding the project and other officials who may have influence over the project.
<b>Project Data</b>	What is the current status of the project? (Please include applicant interactions with foreign government decision- makers to date.)
<b>Project Data</b>	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:

<b>Project Data</b>	<p>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:</p> <p>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: <math>\% (e \div k) \times 100</math></p>
<b>Project Data</b>	<p>Please identify the competitors for the project: (If needed, list any additional competitors in a separate attachment.)</p> <p>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 -</p>
<b>Project Data</b>	<p>Is the applicant or any of its partners receiving advocacy or other assistance from a foreign government for the project? (Yes/No)</p> <p>a) If yes, please list the foreign government(s), and partner(s), if applicable:</p>
<b>Project Data</b>	<p>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.</p>
<b>Project Data</b>	<p>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.</p> <p>Interim Milestone(s) and Associated Date(s):  Estimated Final Award Date:</p>
<b>Project Data</b>	<p>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:</p> <p>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)</p>
<b>Project Data</b>	<p>Please identify which of the project goods and/or services are foreign-sourced:</p> <p>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)</p>
<b>Project Data</b>	<p>How will the project be financed (if known)?</p>
<b>Project Data</b>	<p>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)</p> <p>a) If yes, please specify the MDB:</p>
<b>Project Data</b>	<p>Is the U.S. Trade and Development Agency (USTDA) providing support for the project? (Yes/No/Not Sure)</p> <p>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)</p>

<p><b>Race and Ethnicity Data</b></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"> <li>• 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></li> <li>• Asian – <i>Provide details below:</i> <ul style="list-style-type: none"> <li>• Chinese • Asian Indian • Filipino • Vietnamese • Korean • Japanese</li> </ul> <i>Enter, for example, Pakistani, Hmong, Afghan, etc.</i> </li> <li>• Black or African American – <i>Provide details below.</i> <ul style="list-style-type: none"> <li>• African American • Jamaican • Haitian • Nigerian • Ethiopian • Somali</li> </ul> <i>Enter, for example, Trinidadian and Tobagonian, Ghanaian, Congolese, etc.</i> </li> <li>• Hispanic or Latino – <i>Provide details below.</i> <ul style="list-style-type: none"> <li>• Mexican • Puerto Rican • Salvadoran • Cuban • Dominican • Guatemalan</li> </ul> <i>Enter, for example, Colombian, Honduran, Spaniard, etc.</i> </li> <li>• Middle Eastern or North African – <i>Provide details below.</i> <ul style="list-style-type: none"> <li>• Lebanese • Iranian • Egyptian • Syrian • Iraqi • Israeli</li> </ul> <i>Enter, for example, Moroccan, Yemeni, Kurdish, etc.</i> </li> <li>• Native Hawaiian or Pacific Islander – <i>Provide details below.</i> <ul style="list-style-type: none"> <li>• Native Hawaiian • Samoan • Chamorro • Tongan • Fijian • Marshallese</li> </ul> <i>Enter, for example, Chuukese, Palauan, Tahitian, etc.</i> </li> <li>• White – <i>Provide details below.</i> <ul style="list-style-type: none"> <li>• English • German • Irish • Italian • Polish • Scottish</li> </ul> <i>Enter, for example, French, Swedish, Norwegian, etc.</i> </li> </ul>
<p><b>Race and Ethnicity Data</b></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"> <li>• 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></li> <li>• Asian – <i>For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.</i></li> <li>• Black or African American – <i>For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.</i></li> <li>• Hispanic or Latino – <i>For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.</i></li> <li>• Middle Eastern or North African – <i>For example, Lebanese, Iranian, Egyptian, Syrian, Iraqi, Israeli, etc.</i></li> <li>• Native Hawaiian or Pacific Islander – <i>For example, Native Hawaiian, Samoan, Chamorro, Tongan, Fijian, Marshallese, etc.</i></li> <li>• White – <i>For example, English, German, Irish, Italian, Polish, Scottish, etc.</i></li> </ul>
<p><b>Race and Ethnicity Data</b></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"> <li>• American Indian or Alaska Native</li> <li>• Asian</li> <li>• Black or African American</li> <li>• Hispanic or Latino</li> <li>• Middle Eastern or North African</li> <li>• Native Hawaiian or Pacific Islander</li> <li>• White</li> </ul>

<b>Website/Digital Data</b>	Is there any additional information you would like to provide about your website or digital strategy?
	Please provide your top three competitor website URLs for benchmarking purposes. 1. 2. 3.
<b>Website/Digital Data</b>	When was your website designed or last updated?
<b>Website/Digital Data</b>	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
<b>Website/Digital Data</b>	Do you track your website's analytics? If so, can you share them with us in order establish a performance baseline?
<b>Website/Digital Data</b>	Have you done website search engine optimization (SEO) to your online promotional content in advance of this event?
<b>Website/Digital Data</b>	How would you change or improve the site? What enhancements would make it more useful?
<b>Website/Digital Data</b>	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:
<b>Website/Digital Data</b>	How much money/time has your company spent on website improvements since receiving the WGR?
<b>Website/Digital Data</b>	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?
<b>Website/Digital Data</b>	Has your [organization] taken General Data Protection Regulation (GDPR) into consideration?
<b>Website/Digital Data</b>	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?
<b>Website/Digital Data</b>	Does your [organization] have an established digital strategy that supports your ability to conduct online cross-border campaigns?
<b>Website/Digital Data</b>	Does your [organization] use online platforms overseas to promote the institution? If so, which platforms promote your [organization]?
<b>Website/Digital Data</b>	Does your [organization] website include a translation mechanism (i.e. Google translate)?
<b>Website/Digital Data</b>	If your [organization] website is translated, have you assigned someone to reply to inquiries in that language?
<b>Website/Digital Data</b>	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)
<b>Website/Digital Data</b>	Is your [organization] talking, thinking, or actively engaged in a cross-border digital strategy?
<b>Website/Digital Data</b>	Is your [organization] aware of what your competition is doing online? If so, what have you learned about your competition?
<b>Website/Digital Data</b>	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?