

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

Category	Content	Status
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 who is female)	Removed/ Duplicate
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)	Removed/ Duplicate
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)	Removed/ Duplicate
District Export Council/Committee	Are you a U.S. citizen or permanent resident of the United States?	New
District Export Council/Committee	Do you serve as an Honorary Consul for a foreign government? No, Yes, This country:	New
Events & Activities	Type of Event: Luncheon, Technical Seminar, Press Conference, Dinner, Product/Service Launch, Reception, Business Meeting, Other:	New
Events & Activities	What types of firms or individuals do you suggest we contact for your promotional event? Please provide a brief profile of the types of entities/individuals you'd like to have in your audience, such as company size, line of business, degree of specialization and relevance to your locality, etc.	New
Events & Activities	Have you staged such an event in any other markets? If so, please give us your insights on what made that event successful.	New
Events & Activities	What are the domestic and international trade shows for your industry/company? Please note which shows you exhibit at and which shows you walk.	New
Events & Activities	Name of [Event]	New
Events & Activities	Operator is: Corporation, Partnership, Individual, Other (specify) Names and Titles of officers if a Corporation, Names of the Partners if a Partnership, Names or Owner or Owners if individuals operating under a Trade Name Names: Titles:	New
Events & Activities	List organizations which have authorized use of their names in promoting the [event], such as chambers of commerce, trade associations, civic groups, city or state governments. Name of Organizations	New
Events & Activities	How will purpose or theme of [event] serve public interest in promoting trade?	New
Events & Activities	Overall Area of [event]	New
Events & Activities	Amount of Space Intended for Domestic Good/Foreign Goods	New
Events & Activities	Total Space Available for Exhibits	New
Events & Activities	Amount of Space Contracted for Domestic Exhibits/Foreign Exhibits	New
Events & Activities	List of foreign countries whose dutiable goods expect to or will be exhibited	New
Export Data	Are the export of the goods, software, technology, and/or services of your company undertaken in compliance with U.S. export control laws and regulations, including those administered by the U.S. Department of Commerce's Bureau of Industry and Security, and U.S. sanctions laws and regulations, including those maintained by the U.S. Department of the Treasury's Office of Foreign Assets Control (OFAC), the Nuclear Regulatory Commission, the Department of Energy's National Nuclear Security Administration, the Department of Commerce's Bureau of Industry and Security and the Department of State's Bureau of International Security and Nonproliferation the Department of Defense, and all applicable federal agencies?	New
Export Data	Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements, international licensing sales	New
Export Data	Description of product or service exported or type of export service provided:	New
Export Data	Are you a U.S. exporter and is your product/service of U.S. origin or contain at least 51% U.S. content? (Y/N)	New
Export Data	What experience do you have exporting your products/services?	New
Export Data	Total number of units in overseas markets:	New
Export Data	Will product/equipment be sourced in the U.S. and exported to the foreign market?	New
Export Data	Will you allow product or equipment to be sourced in the foreign market? If so, what?	New

Export Data	Does your company have a digital strategy for exports through ecommerce sales channels? Yes/No	New
Export Data	Does your company produce or have rights to export the product/service? Yes/No	New
Export Data	Export License Application Number	New
Finance Data	Identify all investment capital sources (e.g. internal cash reserves, debt financing, external investors, funds, etc.). Provide proof of capital for each capital source in a separate attachment.	New
Finance Data	Financial Requirements:	New
Finance Data	Candidate Financial Net Worth \$:	New
Finance Data	Minimum Required Investment \$:	New
Finance Data	Minimum Operating Capital \$:	New
Finance Data	Average Annual Sales: Less than \$5M, \$5-\$10M, More than \$10M	New
Finance Data	Give one or more financial references	New
Franchise Data	Please indicate the USCS program you are interested in for your Franchising operation: Gold Key Matching Service, Initial Market Check, Single Company Promotion, International Partner Search, International Company Profile, Other Service:	New
Franchise Data	Year company started franchising:	New
Franchise Data	Franchise System Annual Sales: Less than \$5 million, \$5-10 million, More than \$10 million, \$1 billion or more	New
Franchise Data	Brief Franchisor/Franchise Brand(s) Description:	New
Franchise Data	Numbers of franchise units in the U.S.:	New
Franchise Data	List other markets you are interested in identifying a franchisee(s):	New
Franchise Data	Describe the value proposition of your franchise brand, including competitive advantages and unique selling features. What are the features that differentiate your brand/product/services against your competitors? What marketing support is provided? (e.g. purchasing power, proprietary software, etc.)	New
Franchise Data	Describe what your franchise system offers to prospective master licensee or franchisee?	New
Franchise Data	Are your franchisees required to have any special licensing, registration, or training?	New
Franchise Data	What does your franchise discovery day include that is unique?	New
Franchise Data	What do you hope to achieve by engaging in this program? Identify potential master licensee/s, Identify area developer/s, Identify single unit franchisees, Identify contacts for master licensees in-markets, Achieve market exposure/trade expos, Gather local industry knowledge, Determine better brand positioning, Other:	New
Franchise Data	Why are you interested in bringing your franchise concept to this market?	New
Franchise Data	Has your brand previously been in this country/market before? Provide dates, details on the franchisee relationship, and how the franchise contract was dissolved.	New
Franchise Data	Does your franchise system currently have a franchisee in market that you will maintain through a non-exclusive arrangement? How are you managing this relationship and/or process?	New
Franchise Data	Do you have a franchisee in market that you plan to terminate? Have you notified them?	New
Franchise Data	Have you received any solicited/unsolicited franchising inquiries from this market? Are you prepared to share details to assist in prospecting?	New
Franchise Data	Outline standard terms of agreement, providing as much as possible on the current: (attach separate pages as needed) Master licensee or area developer fee: Unit franchise fee: Royalties: Advertising/marketing/other fees: Start-up Costs/initial capital investment: Duration of proposed agreement: Planned development schedule for this market (number of units over x amt of time): Other:	New
Franchise Data	Indicate the territory for this franchise opportunity	New
Franchise Data	Provide details of training, including location, duration or costs:	New
Franchise Data	Provide detailed description of your ideal candidate profile.	New

Franchise Data	List preferred qualifications/requirements for a preferred partner, whether Master, Area Developer, or Single Unit Franchisee, etc. (i.e. industry expertise; access to industry players; current business infrastructure; existing client base; company size; or other resources/capabilities.)	New
Franchise Data	Provide details on successfully appointed franchisees in overseas markets that you feel our team needs to be aware. Your previous successes in converting prospects to leads to contracts is a good indication of where our teams can further commence on your behalf.	New
General Information	Provide confirmation that no U.S. jobs will be offshored as part of this project.	New
General Information	Provide the following details for each key team member of the Management/Project/Initiative Team •Full name and anticipated role in the project. •Brief summary of their professional background and relevant experience. •List of past investments or projects they have managed, including deal size and outcomes.	New
General Information	What type of business contacts you are seeking:* Manufacturer, Distributor/Wholesaler Agent/Sales Representative Franchise, Joint Venture Partner or Licensee, Users/Buyers, Agent/Sales Representative, Franchisee, Additional In-Country Representation, Other, Please Specify:	New
General Information	Request Date	New
General Information	Do you authorize the International field office to disclose the name of the requesting company to the target company or individual?	New
General Information	Target Group Size: Up to 25, 26-50, 51-100, 101-150, More than 150	New
General Information	If you have a distributor in this market, please explain their role in staging this promotion.	New
General Information	Year founded:	New
General Information	Has your company ever participated in USCS services such as: Gold Key, Single Company Promotion, International Partner Search, Initial Market Check, International Company Profile, Certified Trade Mission, TradeWinds, Other (specify):	New
General Information	Are there any specific companies or types of companies that you would NOT like us to contact?	New
General Information	How many times has your company been contacted via the EMC Directory?	New
General Information	Describe any online sales channel preferences or verified performance benchmarks that ideal prospects must have (i.e. local website sales, local social media sales, local online marketplace sales).	New
General Information	Additional Services or Assistance Required	New
General Information	Destination Country	New
General Information	Application Filed Date (MM/DD/YYYY)	New
General Information	Application Status	New
General Information	Last Updated (MM/DD/YYYY)	New
General Information	Would you like your responses to be anonymous? Yes, please keep my identity and responses anonymous within the U.S. Department of Commerce. No, my identity and responses may be shared within the U.S. Department of Commerce (DOC) and International Trade Administration (ITA).	New
General Information	Reasoning for Meeting Request	New
General Information	Supporting Documents	New
General Information	Requested Date of Meeting	New
General Information	Do you have any foreign nationals in your group?	New
General Information	Do you have any more Participants?	New
General Information	Date Completed	New
Import Data	Have you reviewed import guidelines/restrictions relevant to your brand?	New
Import Data	1. The total value of an automobile in the model line at the time of importation. If the value varies within the model line, the importer may provide an average value consistent with an averaging methodology set forth in Automotive Appendix Article 5 (available at: https://ustr.gov/trade-agreements/free-trade-agreements/united-states-mexico-canada-agreement/agreement-between);	New

Import Data	2. Amount of U.S. content for an automobile in that model line attributable to parts wholly obtained, produced entirely, or substantially transformed in the United States for a vehicle in the model line (“U.S. content”). If the U.S. content attributable to such parts varies within a model line, the importer may provide an average value consistent with an averaging methodology set forth in Automotive Appendix Article 5;	New
Import Data	5. Certification of USMCA compliance for the model line, including whether the model line is subject to an approved Alternative Staging Regime outlined in Automotive Appendix Article 8 (available at: https://ustr.gov/trade-agreements/free-trade-agreements/united-states-mexico-canada-agreement/agreement-between) .	New
Import Data	3. The non-U.S. content of an automobile in the model line, calculated by subtracting the value of the U.S. content for an automobile in the model line from the total value of the automobile. If the value varies within the model line, the importer may provide an average consistent with an averaging methodology set forth in Automotive Appendix Article 5.	New
Import Data	4. Vehicle production location(s) and country of final assembly.	New
Minority Data	Does your organization identify with any of the following groups? Please 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) 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) Disable-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) Rural business Prefer not to answer	New
Organization Information	Is your company majority-owned or controlled by a foreign government entity or foreign government entities?	New
Organization Information	Does your company offer U.S. goods or services in the [industry] sector?	New
Organization Information	Is your company or any of its subsidiaries or affiliates currently listed on any OFAC Specially Designated Nationals (SDN) list or other sanctions list maintained by the U.S. Government?	New
Organization Information	Has your company or any of its subsidiaries or affiliates been charged with, or convicted of, any civil or criminal violations of U.S. export control or sanctions laws within the last 5 years?	New
Organization Information	Is your company or any of its subsidiaries or affiliates currently identified as a party in pending litigation (including any administrative proceedings) involving the U.S. Department of Commerce?	New
Organization Information	Economic Development Organization	New
Organization Information	Are you employed by a foreign government, or does your company have a fiduciary relationship with a foreign government? Note that this question only relates to government relationships, not foreign company relationships unless they are government-owned entities.	New
Organization Information	If you selected Yes to one of the previous two questions, please provide an explanation of your response.	New
Organization Information	Number of company-owned units in the U.S.:	New
Organization Information	Number of countries you have a presence in:	New
Organization Information	Who are the consumers that would frequent your brand? What demographics/psychographics come to mind as you look at your consumer pool.	New
Organization Information	What research have you conducted in this market to guide your decision on market entry activities? Please provide details on your findings. (Attach separate page/information as necessary.)	New
Organization Information	Where will your support center be located for this market?	New
Organization Information	What target sectors will your ideal candidate likely operate?	New
Organization Information	Please certify your institution/company size: Small, Medium, Large	New
Organization Information	Company or organization name on certificate (if selected):	New
Organization Information	Does or can your company use more than one distributor/reseller/wholesaler/agent in a country? Does it depend on the geography, market size, or industry? Please explain briefly.	New
Organization Information	From the time you (or your distributor) first meet a new end-user, on average, how long does it take to complete a sale?	New
Organization Information	Describe your company's interests and objectives in the target market or any special features of your company's operations that can help us identify potential business partners.	New

Organization Information	Harrisonburg, Houston, Indianapolis, Irvine, Memphis, New York, North Texas, Northern New Jersey, Northern VA, Orlando (Florida), Philadelphia, Phoenix, Pittsburgh, Sacramento, San Diego, San Francisco, Seattle, South Texas, Westchester	New
Organization Information	How were you introduced to our Business Service Provider directories? Trade seminar/conference/event, Federal government agency, Local government agency, Local school/university presentation, Non-profit trade organization, Internet research, Referred, Other	New
Organization Information	U.S. State of Incorporation	New
Organization Information	Principal Place of Business	New
Organization Information	Presence in the Philippines (subsidiary or affiliate offices):	New
Organization Information	Presence in Asia (other markets excluding the Philippines):	New
Organization Information	Statement of Interest (Please provide a statement explaining: Your company's goals and qualifications for the mission, How your company's participation in the mission will strengthen U.S.-Philippines trade and invest ties, How your company's work can support the clean energy transition, digital transformation, and/or greater supply chain resilience in the Philippines.)	New
Organization Information	APEC Economy	New
Organization Type	Franchise Association Member	New
Product/Service Data	Please provide 2-3 keywords that visitors would use to search for your product in a search engine.	New
Product/Service Data	Type of Service Requested: International Company Profile - Full, International Company Profile - Partial	New
Product/Service Data	HS Code(s) of product(s) (if known)	New
Product/Service Data	Please list the Schedule B/HS Code (and corresponding product description)	New
Product/Service Data	Describe the product/service(s) to be promoted, including its competitive advantages and unique selling proposition.	New
Product/Service Data	What type of licensing or registration does your product/service require <i>in the U.S.</i> (i.e. FDA Approval)? Which requirements do you carry? Are there any pending?	New
Product/Service Data	What type of licensing or registration does your product/service require <i>internationally</i> (CE Mark, WEE, RoHS, CCC, GOST-R, FDA Classification, ASME, etc.)? Which requirements do you carry? Are there any pending?	New
Product/Service Data	Does your product/service serve a particular group of sub-sectors (for the building sector, this could mean industrial vs. commercial vs. residential; for the medical sector, oncology, ENT, orthopedic, etc.; or for the energy sector, this could include coal, nuclear, gas, oil, etc.)? Please prioritize those sub-sectors that you want us to pursue.	New
Product/Service Data	What related products might a representative/partner of this product/service also handle?	New
Product/Service Data	Name of REE/Magnet Supplier	New
Product/Service Data	Tier 1 Supplier Name (if applicable)	New
Project Data	Describe the deal structure of your project.	New
Project Data	Provide confirmation that the project/investment is non-competitive with investment in a U.S. site.	New
Project Data	Describe the material benefit(s) this project/investment provides to the U.S. economy, supply chain, geostrategic goals, etc.	New
Website/Digital Data	Do you track your website's analytics? If so, what program (i.e. Google analytics) do you use?	New
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	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	Approved
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)	Approved
Contact Information	In one brief sentence, please describe your work.	Approved
Contact Information	Position	Approved
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	Approved
Contact Information	State	Approved
Contact Information	Contact titles and names at show:	Approved
Contact Information	Name and contact information for company official in charge of financing:	Approved
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
Council/Committee	Please select your District Export Council/Committees:	Approved
Council/Committee	Are you a member of the District Export Council/Committee? (Y/N)	Approved
District Export Council/Committee	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.	Approved
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)	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)? Housing, Financial Aid, Academic Scholarships, Athletic Scholarships	Approved
Educational Institution Data	Minimum TOFEL score required:	Approved
Educational Institution Data	Do you accept IELTS? (Yes/No)	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
Educational Institution Data	Primary NAICS Code(1): Only complete if a Private/For-Profit Institution	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	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 [event].	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/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
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
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 (ECCN):	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	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	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	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	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	Approved
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	Approved
Export Data	Would you like to add additional export regions to your listing?	Approved
Export Data	Primary export regions/countries:	Approved
Export Data	Secondary export regions/countries:	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: (required) License/Application Number(s): Status of Application(s):	Approved
Export Data	States from which the projected U.S. export content will be sources:	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	Average Annual Revenue: Less than \$1 Million, \$1-3M, \$3M+, \$1-10M, \$10-100M, \$100M+	Approved
General Information	Sex: (Optional) • Female • Male	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 location(s)/city(ies):	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	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), U.S. Local Trade Office, U.S. Commercial Service Field Office, Dept of Commerce, U.S. Embassy or other government organization? (Yes/No) If yes, 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	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)? School Administrators/Counselors, Recruiting Agents, Students/Parents, Institution for Joint Degree Program, Setting Up Overseas Campus, Government Offices, Other (please specify):	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/partner aware that you are seeking additional representation?	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	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? Yes/No	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? Yes/No	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:	Approved
General Information	What is the relevant supply chain sector?	Approved

General Information	What is the relevant supply chain subsector (if any)?	Approved
General Information	Would your company like to continue to be listed in the EMC Directory? (Y/N)	Approved
General Information	What has been your experience regarding the EMC Directory?	Approved
General Information	Would you be willing to provide a public testimonial? (Y/N)	Approved
General Information	Would you like to add additional industries to your listing?	Approved
General Information	Would you like to add additional specializations to your listing?	Approved
General Information	Please provide any additional information:	Approved
General Information	Would you be interesting in providing a testimonial to be published on Trade.gov? (Y/N)	Approved
General Information	Please provide any additional feedback on the [program] service:	Approved
General Information	Additional Information:	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, 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	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)?, Hybrid (FMS/DCS), To be Determined	Approved
General Information	If government, please check which best describes you: federal, state, local	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	Under which state's laws is your organization organized?	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 (ICCN):	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.)	Approved
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.	Approved
Marketing Data	What market information will be most useful for you? What are factors that predict a good market for you?	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): 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	<p>If respondent selects Minority-owned, ask the following question: What is your race and/or ethnicity? Select all that apply.</p> <p>- 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.</p> <p>- Asian For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.</p> <p>- Black or African American For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.</p> <p>- Hispanic For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.</p> <p>- Native Hawaiian or Other Pacific Islander For example, Native Hawaiian, Samoan, Chamorro, Tongan, Fijian, Marshallese, etc.</p> <p>- White For example, English, German, Irish, Italian, Polish, Scottish, etc.</p>	Approved
Minority Data	<p>If Minority Serving Institution, please select the category or categories with which you most closely identify. Please check all that apply.</p> <p>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)</p>	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
Organization Information	Headquarters Address - Street, City, State/Province, Postal Code, Country	Approved
Organization Information	Provide additional information that [bureau] should be aware of to fully understand your company and its requirements.	Approved
Organization Information	Organization/Company 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	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	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/role in the [industry name] industry?	Approved
Organization Information	What domestic channels of distribution does your 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	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	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 institution/company represented in the country/region? Yes/No If yes, is this arrangement exclusive? Yes/No	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	Is your company register with the state or Commonwealth (provide name)?	Approved
Organization Information	Does your company file reports with the Securities and Exchange Commission?	Approved
Organization Information	Is this business a U.S. subsidiary of a foreign-owned company?	Approved
Organization Information	Number of U.S. employees:	Approved
Organization Information	What are the characteristics of your best customers?	Approved
Organization Information	Please provide links to 3 companies who exemplify your ideal client (even if they are US based companies).	Approved
Organization Information	Please provide links to top competitors.	Approved
Organization Information	Name, Website, Address, Contact Name(s), Email of contact, Phone of contact of the foreign company:	Approved
Organization Information	Would you like us to look for any specific concerns regarding the foreign company?	Approved
Organization Information	Company Activity(ies): (Please select all that apply) - Manufacturer - Distributor/Representative - Export Management Company - Service Company - Franchiser - Educational Institution - Other (please specify):	Approved
Organization Information	Number of years in business:	Approved
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	Approved
Organization Information	If another industry, please explain:	Approved
Organization Information	As an EMC, what services do you provide to your clients?	Approved
Organization Information	Current clients or references (2 or 3):	Approved
Organization Information	Local Trade Specialist	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	Approved
Organization Information	Under which state's law is your organization organized:	Approved
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. good(s)/service(s) provided by your company:	Approved
Product/Service Data	Product/Service contain 51 percent U.S. content?	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	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 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/Service 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)	Approved
Product/Service Data	What are the unique advantages of your product or service? What is your value proposition to your customers?	Approved
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 previously 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.	Approved
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:	Approved

Project Data	<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)</p> <p>b) U.S.-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, and U.S. State/Territory)</p>	Approved
Project Data	<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)</p> <p>b) Foreign-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, Country)</p>	Approved
Project Data	How will the project be financed (if known)?	Approved
Project Data	<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>	Approved
Project Data	<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):</p> <p>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>	Approved
Race and Ethnicity Data	<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> • 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> • 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> • 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> • 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> • Native Hawaiian • Samoan • Chamorro • Tongan • Fijian • Marshallese <i>Enter, for example, Chuukese, Palauan, Tahitian, etc.</i> • White – <i>Provide details below.</i> • English • German • Irish • Italian • Polish • Scottish <i>Enter, for example, French, Swedish, Norwegian, etc.</i> 	Approved

	<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? Select all that apply.</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> 	
Race and Ethnicity Data	<ul style="list-style-type: none"> • White – <i>For example, English, German, Irish, Italian, Polish, Scottish, etc.</i> 	Approved
	<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 	
Race and Ethnicity Data		Approved
Website/Digital Data	How would you rate the overall usability of Export.gov?	Approved
Website/Digital Data	Did you know that you could sign-up for e-mail updates from Export.gov?	Approved
Website/Digital Data	Is there any additional information you would like to provide about your website or digital strategy?	Approved
	<p>Please provide your top three competitor website URLs for benchmarking purposes.</p> <ol style="list-style-type: none"> 1. 2. 3. 	
Website/Digital Data		Approved
Website/Digital Data	When was your website designed or last updated?	Approved
	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	
Website/Digital Data		Approved
Website/Digital Data	Do you track your website's analytics? If so, can you share them with us in order establish a performance baseline?	Approved
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
	<p>From your website's analytics, please provide:</p> <p>Number of International site visitors last year: this year:</p> <p>Number of International prospects (email addresses collected) last year: this year:</p> <p>International sales revenue via website in the last year: this year:</p> <p>How much does your company spend on digital marketing per year?</p> <p>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?</p> <p>Do you have distributors selling your product/service online?</p> <p>International Sales: last year: this year:</p> <p>Site Session Time: last year: this year:</p>	
Website/Digital Data		Approved

Website/Digital Data	How much money/time has your company spent on website improvements since receiving the WGR?	Approved
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