| ID# | Category | Content | Status |
|---|---|---|---|
| 20 | Contact Information | Email address **[type] (e.g., Primary/Alternate Contact, Company, POC, Host, Work, etc.)** | Combined |
| 590.1 | Suggestion | Do you track your website's analytics? If so, can you share them with us in order establish a performance baseline? If so, what program (i.e. Google analytics) do you use? | Combined 590 & 591. |
| 73.1 | Educational Institution Data | Number of students **[type]** (e.g. international, on campus, from the country of interest, undergraduate, graduate, etc.) | Combined 73, 75, 76 |
| 15.1 | Contact Information | **[Type]** Name **(eg, Signature, Primary/Alternate/Additional, Contact, POC, First, Last, Prefix, Middle Initial/Name, Suffix, Delegate Nominee, Program, Trade Mission, Individual, Educational Institution, Fair, Fair Operator, Advance Officer, etc.)** | Combined line 15, 22, 23, 386 |
| 63.1 | General Information | **Brief description of [entity] (e.g., organization, your educational institution, event, franchisor/franchise brand, ideal candidate profile, Complete Business Service Provider, products/services, objectives, etc.)** | Combined Line 64, 116, 265, 303, 310. |
| 1.1 | General Information | **Client Type (Foreign organization, General Population, Researcher, Student, U.S. Organization, Other)** | Combined Lines 1-6. |
| 36.1 | Contact Information | **Contact Type (e.g. Alternate, Primary, Administrative, Auditors, Banker, Board of Directors, Decision Maker, In-country representative, International marketing, Local Trade Specialist, Manager, Mission sponsor, President/CEO, Principal U.S. contractors, Purchaser, Recipient/End User, Requestor, Shareholders)** | Combined lines 36-53 |
| 505.1 | Suggestion | Organization/Business Type:* Agent/Distributor/Representative, Area Developer, Associate Developer, Associate Organizations, Bank, Client Organization, Consultant Manufacturer, Corporate, Division or Subsidiaries, Educational Institution, Export Management Company, Franchisor (Master, Unit), Headquarters, Importer, International Franchise Association Member, Manufacturer, National Government, Ownership/Parent Organization, Restaurant/QSR, Retailer, Service Company, Service Provider, Services, Sponsoring Organization, Trade Association, Other/Please Specify | Combined lines 505-522 |
| 186 | Export/Import Data | **Current Status:** New-to-exporting, New-to-market, Novice, Intermediate, Successful | Combined with 187, 190 |
| 202 | Export/Import Data | Product/service wishing to export**/import**: | Combined with 203 |
| 32 | Contact Information | **[Type]** Title**/Position/Responsibility (e.g. Alternate/Primary Contact, POC, etc.)** | Combined with line 12, 28. |
| 138 | Export/Import Data | Can the company promptly fill any new export**/import** orders from its present inventory? | Combined with line 139 |
| 194 | Export/Import Data | Number of years exporting**/importing**: | Combined with line 195 |
| 274 | General Information | Additional services (needed/requested) **or assistance required**: | Combined with line 276. |
| 504 | Organization Information | Year organization established**/founded**: | Combined with line 419. |
| 31 | Contact Information | **[Type]** Telephone **(e.g. Cell/Mobile, Alternate Contact Tel, Daytime Phone Number, POC, Primary, etc.)** | Combined with lines 11,13,19,25. |
| 191 | Export/Import Data | If [export/import] rights are limited to a number of countries, please list countries. | Combined. |
| 612 | General Information | Additional Countries to be Visited | New |
| 613 | General Information | Please describe how you plan to recruit organizations for this mission, including promotional methods and target dates. | New |
| 614 | Organization Information | If applicable, does the company have an online shopping cart on their website? If so, is it capable of taking orders from customers overseas? If not, why? | New |
| 615 | Organization Information | Does the company use online marketplaces domestically to sell their products? If so, which platforms can your product be purchased from? Do they also use them for selling overseas? If not, why? | New |
| 616 | Organization Information | Do you have distributors (authorized or unauthorized) selling your product/service online? | New |
| 617 | Organization Information | Is the headquarters address listed a physical operating location? Yes/No (Virtual office or registered agent address) | New |
| 618 | Organization Information | Which of the following best describes your primary operating model? Commision-based international sales representative (no purchase of goods), Distributor/Reseller (purchases and resells goods), Hybrid (commission + buy/sell depending on client), Consulting only (no transaction involvement) - Not eligible for listing | New |
| 619 | Export/Import Data | Number of years engaged in [activity] (e.g., Export Management Activities, etc.): | New |
| 620 | Export/Import Data | How many U.S. manufacturers do you currently represent under active export agreements? | New |
| 621 | Export/Import Data | In the past 12 months, have you generated export sales revenue on behalf of at least one U.S. manufacturer? Yes/No | New |
| 622 | Export/Import Data | In how many foreign markets have you generated export sales within the past 24 months? | New |
| 623 | Organization Information | Total Company Revenue (Most Recent Fiscal Year): | New |
| 624 | Organization Information | What percentage of your company's revenue is derived from [activity] (e.g., export sales, etc.)? | New |
| 625 | Organization Information | Please provide 2-3 U.S. manufacturers you currently represent in international markets: Company Name, Industry of Reference, Year Relationship Began | New |
| 626 | Organization Information | Select the industries your [entity] operates in. Only industries you have sold into in the past 10 years may be included. If another inudstry, please explain. | New |
| 627 | Product/Service Data | Please describe the specific product categories or sub-sectors you actively represent in international markets. | New |
| 628 | General Information | What additional countries are you considering? | New |
| 629 | Export/Import Data | Describe the products or services that your company wants to export: | New |
| 630 | Events & Activities | Please provide more details about the event, including objectives and information on target audience. | New |
| 631 | Organization Information | Has your company formalized a relationship through [industry/program] Directory/Listing? | New |
| 632 | Export/Import Data | Has your company executed any export orders or business outcomes as a result of a relationship through [industry/program] Directory/Listing? Yes/No If yes, to which country/countries? | New |
| 633 | Export/Import Data | $ Value of Export Order(s)? | New |
| 634 | General Information | Are you currently taking on new U.S. companies to represent overseas? | New |
| 635 | General Information | Would you like your status to be active/inactive in the [industry/program] Directory/Listing? | New |
| 636 | Organization Information | Where is your company headquartered? | New |
| 637 | Organization Information | Does your company have existing operations or facilities in the United States? Yes/No/Other | New |
| 638 | Organization Information | Where are your company's U.S. facilities located? | New |
| 639 | Organization Information | What type of facilities are they? (e.g. sales office, manufacturing, headquarters, etc.) | New |
| 640 | Project Data | Please describe your [type] project (e.g. U.S. Investment, etc.) | New |
| 641 | Project Data | When do you expect your project to be implemented? | New |
| 642 | Project Data | What is the capital expenditure for the project? Please provide an estimate. | New |
| 643 | Project Data | How many U.S. jobs will the project create? Please provide an estimate of full-time jobs (do no include temporary construction jobs). | New |
| 644 | Project Data | What stage is your investment project in? | New |
| 645 | Project Data | Identify the main criteria or priorities you are considering when selecting an investment location. | New |
| 646 | Project Data | Which U.S. regions, states, or cities are you currently evaluating (if any) for your investment project? | New |
| 647 | General Information | Do you require any assistance related to federal regulations and/or permitting? | New |

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|---|---|---|---|
| 648 | General Information | What assistance do you require? Have you been in contact with any other federal organizations to request assistance? If so, please describe those interactions. | New |
| 649 | Export/Import Data | Describe how you have increased exports. If export sales do not increase each year, please provide the export sales to one country that demonstrate year-over-year increases for the previous four years. E Star Applications: Address all items below and describe how marketing activities have increased since receiving the E or most recent E Star Award. If available, also attach a copy of the previously-successful E Award application. Edicuational Institutions: In addition to the follow export-related activities, please provide statistical increases in attendance. | New |
| 650 | General Information | Address all items related to export services provided to others. For each item, please include a description of the results achieved by your claims. If you are unable to provide case studies below, please explain why case studies are not possible and detail how you measure the results of your activities and their contribution to export expansion. E Star Applicants: Address all items and describe how services to exporters have increased since receiving the E or most recent award. Also attach a copy of previously successful E or E Star Award application. Port Authories: Please provide data on increased exports and export tonnage during the four-year period. Financial Institutions: Please provide the actual amounts of the various types of export financing extended to exporters for the four-year period. Freight Forwarders: Please provide data on increased export shipments or value during the four-year period. | New |
| 651 | Organization Information | Returns required to be filed. | New |
| 652 | Organization Information | If an income tax return for any of the last three years was not filed, please explain why (e.g., a non-profit organization): | New |
| 653 | Product/Service Data | List the kinds of products or exhibits (indicate categories of products eligible for exhibit) | New |
| 654 | General Information | Comments/Remarks | New |
| 655 | Organization Information | List the overseas markets where you currently have a presence: | New |
| 656 | Organization Information | Is your [entity] headquartered in the U.S.? | New |
| 657 | Franchise Data | What are the start-up costs/initial capital investment. (i.e., candidate financial net worth? Minimum required investment? Minimum operating capital?) | New |
| 658 | Franchise Data | What is duration of proposed agreement or schedule of number of units over x amount of time. Other? | New |
| 659 | General Information | Agreement: Applicant, Goods and/or Services, Procuring or other Project Authority, Foreign Country, Signature | New |
| 660 | General Information | "Which would you prefer?" | New |
| 661 | Organization Information | We are a [type] company. (e.g. U.S., U.S.-based, foreign, etc.) | New |
| 662 | Events & Activities | Purpose or theme of [event] | New |
| 1 | Client Type | Foreign organization | Remove |
| 2 | Client Type | General population | Remove |
| 3 | Client Type | Other | Remove |
| 4 | Client Type | Researcher | Remove |
| 5 | Client Type | Student | Remove |
| 6 | Client Type | U.S. organization | Remove |
| 8 | Contact Information | Address 2 | Remove |
| 10 | Contact Information | Alternate contact email | Remove |
| 11 | Contact Information | Alternate contact tel | Remove |
| 12 | Contact Information | Alternate contact title | Remove |
| 13 | Contact Information | Cell/Mobile number | Remove |
| 14 | Contact Information | City | Remove |
| 15 | Contact Information | Contact first name | Remove |
| 16 | Contact Information | Contact last name | Remove |
| 19 | Contact Information | Daytime phone number | Remove |
| 22 | Contact Information | First name | Remove |
| 23 | Contact Information | Last name | Remove |
| 25 | Contact Information | Office phone | Remove |
| 26 | 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) | Remove |
| 28 | Contact Information | Position | Remove |
| 30 | Contact Information | State | Remove |
| 35 | Contact Information | Zip Code | Remove |
| 36 | Contact Type | Administrative | Remove |
| 37 | Contact Type | Alternate contact | Remove |
| 38 | Contact Type | Auditors | Remove |
| 39 | Contact Type | Banker | Remove |
| 40 | Contact Type | Board of Directors | Remove |
| 41 | Contact Type | Decision maker | Remove |
| 42 | Contact Type | In-country representative | Remove |
| 43 | Contact Type | International marketing | Remove |
| 44 | Contact Type | Local Trade Specialist | Remove |
| 45 | Contact Type | Manager | Remove |
| 46 | Contact Type | Mission sponsor | Remove |
| 47 | Contact Type | President/CEO | Remove |
| 48 | Contact Type | Primary | Remove |
| 49 | Contact Type | Principal U.S. subcontractors | Remove |
| 50 | Contact Type | Purchaser | Remove |
| 51 | Contact Type | Recipient/End user | Remove |
| 52 | Contact Type | Requestor | Remove |
| 53 | Contact Type | Shareholders | Remove |
| 61 | Educational Institution Data | Accrediting body: | Remove |
| 64 | Educational Institution Data | Brief description of your educational institution. | Remove |
| 73 | Educational Institution Data | Number of international students from the country of interest: | Remove |
| 75 | Educational Institution Data | Number of international students on campus: | Remove |
| 76 | Educational Institution Data | Total number of undergraduate/graduate students: | Remove |

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|---|---|---|---|
| 81 | Educational Institution Data | Please provide 2-3 keywords that visitors would use to search for your school in a search engine: | Remove |
| 82 | Educational Institution Data | Primary NAICs Code | Remove |
| 116 | Events & Activities | Please provide a description of your event. | Remove |
| 130 | Export/Import Data | Annual exports (% of total sales): | Remove |
| 134 | Export/Import Data | Are there specific import issues that you would like to discuss? | Remove |
| 139 | Export/Import Data | Can the company promptly fill any new import orders from its present inventory? | Remove |
| 174 | Export/Import Data | How is your product typically distributed and marketed in other countries? | Remove |
| 177 | Export/Import Data | How would you describe your firm's top management commitment to supporting import activities? | Remove |
| 184 | Export/Import Data | Name factors that could inhibit international sales of your company: | Remove |
| 187 | Export/Import Data | New-to-market | Remove |
| 189 | Export/Import Data | Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources? | Remove |
| 190 | Export/Import Data | Novice, Intermediate, Successful | Remove |
| 192 | Export/Import Data | If import rights are limited to a number of countries, please list countries: | Remove |
| 195 | Export/Import Data | Number of years importing: | Remove |
| 197 | Export/Import Data | Total number of units in overseas markets: | Remove |
| 198 | Export/Import Data | Percent of revenue generated through exports: | Remove |
| 203 | Export/Import Data | Product/service wishing to import: | Remove |
| 207 | Export/Import Data | Secondary export regions/countries: | Remove |
| 228 | Export/Import Data | What prompted your company to import? | Remove |
| 238 | Finance Data | Average Annual Sales: ~~Less than $5M, $5-$10M, More than $10M~~ | Remove |
| 251 | Franchise Data | Brief Franchisor/Franchise Brand(s) Description: | Remove |
| 256 | Franchise Data | Franchise System Annual Sales: ~~Less than $5 million, $5-10 million, More than $10 million, $1 billion or more~~ | Remove |
| 272 | General Information | Additional BSP listings: | Remove |
| 273 | General Information | Additional Business Service Provider listings authorization of international posts to disclose name of client to the target company/individual: | Remove |
| 275 | General Information | Additional services (please note any other assistance that would be required): | Remove |
| 276 | General Information | Additional Services or Assistance Required | Remove |
| 278 | 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 | Remove |
| 280 | General Information | Alternate dates: | Remove |
| 286 | General Information | Are there any specific companies, or types of companies, you would like us to contact? If so, please name them. | Remove |
| 287 | General Information | Are there specific companies you would not like us to contact? If so, please name them. | Remove |
| 296 | General Information | BSP categories: | Remove |
| 297 | General Information | Business Service Provider categories: | Remove |
| 301 | General Information | Challenged, mixed effective, effective | Remove |
| 303 | General Information | Complete Business Service Provider description: | Remove |
| 308 | General Information | Describe any preferences, qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as English language ability, etc. | Remove |
| 310 | General Information | Description of company/products/services/objectives: | Remove |
| 313 | General Information | Destination Country | Remove |
| 318 | General Information | Do you have any foreign nationals in your group? | Remove |
| 319 | General Information | Do you have any more Participants? | Remove |
| 333 | General Information | HS Code: | Remove |
| 345 | General Information | Is the applicant bidding as part of a partnership, consortium, joint venture, or other form of association with other companies? (Yes/No)<br>a) If yes, please list below: (If needed, list any additional partners in a separate attachment.)<br>Partner 1 - Company Name, Contact Name, Title, Nationality, Telephone, Email address<br>Partner 2 - Company Name, Contact Name, Title, Nationality, Telephone, Email address<br>Partner 3 - Company Name, Contact Name, Title, Nationality, Telephone, Email address | Remove |
| 348 | General Information | Is your firm seeking representation on an exclusive basis in this market? Yes/No | Remove |
| 359 | General Information | Outline your goals and objectives. | Remove |
| 374 | General Information | Reasoning for Meeting Request | Remove |
| 376 | General Information | Request Date | Remove |
| 377 | General Information | Requested Date of Meeting | Remove |
| 383 | General Information | Short Business Service Provider description: | Remove |
| 394 | General Information | What has been your experience regarding the EMC Directory? | Remove |
| 399 | General Information | What type of business contacts are you seeking? | Remove |
| 400 | General Information | What type of business contacts you are seeking:* Manufacturer, Distributor/Wholesaler Agent/Sales Representative Franchise, Joint Venture Partner or Licensee, Users/Buyers, Additional In-Country Representation, Other, Please Specify: | Remove |
| 407 | General Information | Would you like to add additional industries to your listing? | Remove |
| 408 | General Information | Would you like to add additional specializations to your listing? | Remove |
| 410 | General Information | Would your company like to continue to be listed in the EMC Directory? (Y/N) | Remove |
| 411 | General Information | Year founded: | Remove |
| 442 | Organization Information | Headquarters Address - Street, City, State/Province, Postal Code, Country | Remove |
| 445 | Organization Information | How were you introduced to our Business Service Provider directories? Trade seminar/conference/event, Federal government agency, Local governement agency, Local school/university presentation, Non-profit trade organization, Internet research, Referred, Other | Remove |
| 462 | Organization Information | Number of employees: | Remove |
| 463 | Organization Information | Organization address~~1~~: | Remove |
| 464 | Organization Information | Organization address 2: | Remove |
| 465 | Organization Information | Organization city: | Remove |
| 467 | Organization Information | Organization description: | Remove |
| 469 | Organization Information | Organization's objective: | Remove |
| 470 | Organization Information | Number of U.S. employees: | Remove |

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|---|---|---|---|
| 478 | Organization Information | Please select one or more Business Service Provider Directories. Boston, Chicago, Cleveland, 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 | Remove |
| 482 | Organization Information | Presence in the Philippines (subsidiary or affiliate offices): | Remove |
| 505 | Organization Type | Agent/Rep/Distributor | Remove |
| 506 | Organization Type | Area developer | Remove |
| 507 | Organization Type | Associate organizations | Remove |
| 508 | Organization Type | Bank | Remove |
| 509 | Organization Type | Business or organization type (Manufacturer, Distributor, Trade Association, etc.) | Remove |
| 510 | Organization Type | Business Type (Check all that apply): Franchisor, Restaurant/QSR, Services, Consultant, International Franchise Association Member | Remove |
| 511 | Organization Type | Client organization | Remove |
| 512 | Organization Type | Corporate | Remove |
| 513 | Organization Type | Division or Subsidiaries | Remove |
| 514 | Organization Type | Educational Institution | Remove |
| 515 | Organization Type | Franchisor (Master, Unit) | Remove |
| 516 | Organization Type | Headquarters | Remove |
| 517 | Organization Type | Importer | Remove |
| 518 | Organization Type | Manufacturer | Remove |
| 519 | Organization Type | Organization Type:* Distributor/Representative, National Government, Export Management Company, Service Company, Franchiser, Retailer, Other/Please Specify | Remove |
| 520 | Organization Type | Ownership/Parent organization | Remove |
| 521 | Organization Type | Service Provider | Remove |
| 522 | Organization Type | Sponsoring organization | Remove |
| 526 | Product/Service Data | Describe product/services competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition. | Remove |
| 537 | Product/Service Data | If not the manufacturer, does your firm have documented sales or distribution authorization for the product? | Remove |
| 544 | Product/Service Data | List the most important end-users or end-user industries for this product: | Remove |
| 552 | Product/Service Data | Product/Service description ( *e.g.,* physical characteristics, CAS #, function, application, principal or end use within the critical sector, etc.) | Remove |
| 560 | Product/Service Data | What type of licensing or registration does the product you are seeking require in your country? | Remove |
| 578 | 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: | Remove |
| 585 | 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. | Remove |
| 590 | Website/Digital Service Data | Do you track your website's analytics? If so, can you share them with us in order establish a performance baseline? | Remove |
| 591 | Website/Digital Service Data | Do you track your website's analytics? If so, what program (i.e. Google analytics) do you use? | Remove |
| 7 | Contact Information | **[Type]** Address~~1~~ **(Street, City, Zip/Postal Code, State/Province, Country) (e.g., main, organization, headquarter, business, POC, etc.)** | Updated |
| 17 | Contact Information | **[Type ]** Contact Person: **(e.g., Alternate, Primary, Trade Specialist, Point of, Designated, etc.)** ~~(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 | Updated |
| 18 | Contact Information | Contact titles and names at **[event]** ~~show~~: | Updated |
| 21 | Contact Information | **[Type]** Fax **(e.g., POC, etc.)** | Updated |
| 34 | General Information | **[Type]** Website **(URL) (e.g. organization, etc.)** | Updated |
| 63 | Organization Information | Additional **[organization]** information: ~~Educational Institution:~~ (Please select all that apply) (e.g. Four-Year College/University, Graduate School/Program, Two-Year College, High School/Boarding School, English Language Program, Public/Private/Non-Profit, Private/For-Profit, Other (Please specify), etc.) | Updated |
| 69 | Organization Information | Do your in-country agents**/distributors** have an established online **[type]**~~recruitment~~ reputation and robust online **[type]** ~~recruitment~~ channel network? | Updated |
| 70 | Organization Information | Does your ~~educational institution~~ **[organization]** employ in-house talent to manage your/**their** online presence? If so, in what capacity, (e.g. C-suite, digital marketing department, single webmaster), or do you/ **they** use a contracted 3rd party service/**solution** provider? | Updated |
| 71 | Organization Information | Does ~~your educational institution~~ **[entity]** have cross-border **[type]** sales channels for **[program/service/product]** ~~for online courses for credit~~ or offer **[program/service/product]** ~~online classes~~ of any kind? If so, is it being offered through your own website, marketplace, social media or in-country partner? | Updated |
| 84 | Organization Information | When your **[organization]** ~~educational institution~~ is assessing potential partners, (including recruitment agents) in target markets, is the partner's ability to assist with online **[category]** ~~program~~ promotion and/or **[action]** ~~recruitment~~ a primary qualifier? | Updated |
| 87 | Events & Activities | A draft press release from your company announcing the [event]. | Updated |
| 92 | Events & Activities | Basic history or description of **[entity]** ~~show~~: | Updated |
| 107 | Events & Activities | Name of [building, **location]** ~~and street address:~~ | Updated |
| 109 | Events & Activities | Number of exhibitors/participants**/firms/[entity]** (U.S. and others) expected: | Updated |
| 114 | Events & Activities | Person(s) attending **[event]**~~show~~: | Updated |
| 127 | Events & Activities | What is your latest information on the status of this [event**/project/entity]**? | Updated |
| 129 | Export/Import Data | Amount of U.S. content for an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ in that model line attributable to parts wholly obtained, produced entirely, or substantially transformed in the United States for an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** ~~[motor 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 the provided averaging methodology. | Updated |
| 133 | Export/Import Data | Are there specific export**/import** issues that you would like to discuss? | Updated |

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|---|---|---|---|
| 140 | Export/Import Data | Certification of eligibility for USMCA preference ( i.e., the signed origin certification that supports the import meeting the rules of origin requirements as well as the approved producer-submitted certifications, jointly reviewed/approved by U.S. Customs and Border Protection and the Department of Labor, for meeting North American steel and aluminum content, and North American labor value content requirements) for the model line as submitted to U.S. Customs and Border Protection (CBP), including whether the model line is subject to an approved Alternative Staging Regime outlined in the USMCA Automotive Appendix Article 8 of Chapter 4 of the USMCA (available at: https://ustr.gov/trade[1]agreements/free-trade-agreements/ united-states-mexico-canada[1]agreement/agreement-between). | Updated |
| 143 | Export/Import 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) **(past and present)**: | Updated |
| 159 | Export/Import Data | Does U.S. content represent at least 51% of the value of the finished product? **Product/service of U.S. origin?** | Updated |
| 167 | Export/Import Data | Firms' objective to import/**export**: (Choose all that apply) | Updated |
| 176 | Export/Import Data | How would you describe your firm's top management commitment to supporting export /import activities? | Updated |
| 201 | Export/Import Data | **[Type]** export regions/countries **(e.g. Primary, Secondary, etc.)**: **(Please list the key countries or regions where you have successfully completed export transactions in the past [time frame])** | Updated |
| 204 | Export/Import Data | **[Type]** Production location(s) and country of final assembly **(e.g., Vehicle).** Production locations may include more than one country. | Updated |
| 209 | Export/Import Data | The importer name, importer of record number, manufacturer name, manufacturer facility, country of origin, and year, make, and model information for every model requested in the submission. If retroactive treatment is requested, the importer should provide entry numbers for previously imported **automobiles and Medium- to Heavy-Duty Vehicle (MHDVs)**. | Updated |
| 210 | Export/Import Data | The non-U.S. content of an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ in the model line, calculated by subtracting the value of the U.S. content for an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ in the model line from the total value of the automobile **and Medium- to Heavy-Duty Vehicle (MHDV)**. If the value varies within the model line, the importer may provide an average consistent with the provided averaging methodology. | Updated |
| 211 | Export/Import Data | The total declared customs value of **an automobile and/or** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ **Medium- to Heavy-Duty Vehicle (MHDV)** in the model at the time of importation based on 19 U.S.C 1401a. If the customs value varies within the model, the importer may provide an average value consistent with the averaging methodology set forth in Article 5 of the Appendix to Annex 4–B, ''Provisions Related to the Product[1]Specific Rules of Origin for Automotive Goods,'' of Chapter 4 of the USMCA (''Automotive Appendix'') (available at: https://ustr.gov/trade-agreements/free[1]trade-agreements/united-states-mexico[1]canada-agreement/agreement-between). | Updated |
| 212 | Export/Import Data | The total value of an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ 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 the provided averaging methodology. | Updated |
| 213 | Export/Import Data | The total value of U.S. content for **an automobile and/or** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ **Medium- to Heavy-Duty Vehicle (MHDV)** in that model model line based on 19 U.S.C. 1401a 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 the USMCA Automotive Appendix Article. | Updated |
| 215 | Export/Import Data | Total value of non-U.S. content of an **automobile and/or** ~~[Motor Vehicle and/or Motor Vehicle Parts, including but not limited to automobile, MHDV, Buses, and their parts]~~ **Medium- to Heavy-Duty Vehicle (MHDV)** for that model line, calculated by subtracting the value of the U.S. content for an **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)** in the model line from the total value of the **automobile and/or Medium- to Heavy-Duty Vehicle (MHDV)**. If the value varies within the model line, the importer may provide an average consistent with an averaging methodology set forth in the USMCA Automotive Appendix Article. | Updated |
| 229 | Export/Import Data | What specific innovations can you offer to **[entity]** ~~foreign enterprise~~? | Updated |
| 233 | Export/Import Data | What **percentage of** product/equipment **used to establish the franchise in the foreign market will** be sourced in the U.S. and exported there? **What percentage sourced in the foreign market?** | Updated |
| 236 | Finance Data | **[Type]** Annual sales: **(e.g., average, system, etc.)** | Updated |
| 264 | Franchise Data | Please indicate the **[event/program/item]** ~~USCS program~~ you are interested in for **[program/organization/entity]** ~~your Franchising operation~~: Gold Key Matching Service, Initial Market Check, Single Company Promotion, International Partner Search, International Company Profile, Other Service:, **Country/program/event, etc.** | Updated |
| 265 | Franchise Data | Provide profile description of your ideal candidate profile. **List preferred qualifications/requirements, i.e. industry expertise; access to industry; business infrastructure; client base; company size; or resource capabilities.** | Updated |
| 271 | Organization Information | Year company started **[activity/program]** ~~franchising~~: | Updated |
| 281 | General Information | Anticipated year to complete **[program/event/entity]** ~~Certification~~: | Updated |
| 290 | General Information | Are you currently working with a **[federal entity] (e.g.,** 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/Office and Trade Specialist Name: | Updated |
| 304 | General Information | **[Type]** Date(s) **(e.g. Completed, Alternate/Alternative, Requested, Meeting, Event, Target, Desired, etc.)** | Updated |
| 307 | General Information | Describe any preference, ~~technical~~ **[type]** qualification, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have. (English language ability, etc.) | Updated |
| 349 | General Information | Is your ~~institution~~ **[entity]** seeking representation on an exclusive basis in this market? | Updated |
| 357 | General Information | **[Type]** NAICs Code/Category: | Updated |
| 385 | General Information | Supporting Documents: **Introduction Letter, International Slide Deck , Prospect Vetting Questionnaire, Company Logo, Corporate Literature, Uniform Franchise Offering Circular (UFOC)** | Updated |

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| 401 | General Information | What type of **[type]** 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), **Manufacturer, Distributor/Wholesaler Agent/Sales Representative Franchise, Joint Venture Partner or Licensee, Users/Buyers, Additional In-Country Representation**, Area Developer, Master Licensee(s), etc.) | Updated |
| 455 | Organization Information | Is your **[entity]** represented in the country/region? Yes/No<br>If yes, is this arrangement exclusive? Yes/No | Updated |
| 458 | Organization Information | Name, Website, Address, Contact Name(s), Email of contact, Phone of contact of the **[contact/individual/organization]** ~~foreign company~~: | Updated |
| 460 | Organization Information | Number of countries you have a presence in **and number of units in each market (past and present):** | Updated |
| 461 | Organization Information | **[Type]** Number of Employees: (e.g. In U.S.A., Outside U.S.A., Total, U.S., etc.) | Updated |
| 466 | Organization Information | **[Type]** country: **(e.g.,** Organization, **APEC Economy, destination, etc.)** | Updated |
| 468 | Organization Information | **[Type]** Organization/Company name: **(e.g. Parent, etc.)** | Updated |
| 481 | Organization Information | Presence in **[country/market]** ~~Asia (other markets excluding the Philippines:)~~ | Updated |
| 501 | Organization Information | Who are your major competitors **[type]**? **(e.g., at home, in target market, from domestic/international markets, etc.)** | Updated |
| 525 | Product/Service Data | Describe **[type] [product/service]** offered, including its competitive advantages, unique selling proposition, applications, and unique features that differentiate your product from competition: **(e.g., franchise)** | Updated |
| 530 | Product/Service Data | Do you take **legal title to or** possession of the client's products? (Y/N) | Updated |
| 549 | Product/Service Data | Please provide 2-3 keywords that visitors would use to search for your **[entity] (e.g.** product**, school, organization, etc.)** in a search engine. | Updated |
| 555 | Product/Service Data | **[Type]** Supplier Name (if applicable) **(e.g., Tier 1, etc.)** | Updated |
| 556 | Product/Service Data | Type of Service/**Activities** Requested: (e.g. Gold Key Service meetings, networking reception, market briefing, International Company Profile, etc.) | Updated |
| 592 | Website/Digital Service Data | Does your **[organization]** have an established digital strategy that supports your ability to conduct online cross-border campaigns? | Updated |
| 593 | Website/Digital Service Data | Does **[organization]** have an IT security program, and have you**/they** updated it in the last 6 months to address new online cyber security issues? **If so, is it managed in-house or through a 3rd party solution provider?** | Updated |
| 594 | Website/Digital Service Data | Does your/**the [organization]** have established Key Performance Indicators (KPIs) to track your/**their** website and digital marketing progress? If so, are you/**they** willing to share those with us to establish baseline performance benchmarks? | Updated |
| 595 | Website/Digital Service Data | Does your **[organization]** use online platforms overseas to promote the institution? If so, which platforms promote your **[organization]**? | Updated |
| 596 | Website/Digital Service Data | Does your **[organization]** website include a translation mechanism (i.e. Google translate)? | Updated |
| 597 | Website/Digital Service Data | Has your **[organization]** taken General Data Protection Regulation (GDPR) into consideration? | Updated |
| 603 | Website/Digital Service Data | If your **[organization]** website is translated, have you assigned someone to reply to inquiries in that language? | Updated |
| 604 | Website/Digital Service Data | Is there any additional information you would like to provide about your **[entity]** (eg, website, digital strategy, **organization, objectives)**? | Updated |
| 605 | Website/Digital Service Data | Is your **[organization]** aware of what your competition is doing online? If so, what have you learned about your competition? What kind of cross-border digital strategies are they employing? | Updated |
| 606 | Website/Digital Service 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 **[organization]** ~~institution~~ doing to meet these requirements? | Updated |
| 607 | Website/Digital Service Data | Is your **[organization]** talking, thinking, or actively engaged in a cross-border digital strategy? **If so, where are they in the process?** | Updated |
| 608 | Website/Digital Service 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) | Updated |
| 311 | General Information | Desired date(s) for **[activity] (e.g.** service(s)**, event, meeting, etc.)**: | Updated |
| 480 | Organization Information | Preferred **[type]** ~~business~~ language: | Updated |
| 9 | General Information | Affiliation | |
| 24 | Contact Information | Name and contact information for company official in charge of financing: | |
| 27 | 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 | |
| 29 | General Information | Salutation | |
| 33 | General Information | User ID and password | |
| 54 | District Export Council/Committee | Are you a member of the District Export Council/Committee? (Y/N) | |
| 55 | District Export Council/Committee | Do you serve as an Honorary Consul for a foreign government? No, Yes, This country: | |
| 56 | 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. | |
| 57 | District Export Council/Committee | Please select your District Export Council/Committees: | |
| 58 | E-Awards | Application Information: Type of application<br>Choices: E Award for Exports; E Award for Export Service; E Star Award for Exports; E Star Award for Export Service | |
| 59 | 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. If export sales do not increase each year, please provide (as an addendum) an explanation of why there was a decrease in overal export sales for each year showing decline, plus provide the export sales to one country that demonstrate year-over-year increases for the previous four years.<br>MM/YYY-MM/YYY, Total Sales, Export Sales, International Licensing Sales | |
| 60 | E-Awards | E Star Applicants: Year of previous E Award receipt | |
| 62 | Educational Institution Data | Accrediting type and body: | |
| 65 | Educational Institution Data | Describe the programs/degrees and any unique programs or characteristics. | |

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| 66 | Educational Institution Data | Do you accept IELTS? (Yes/No) | |
| 67 | Educational Institution Data | Do you have recruitment partners selling your courses online? | |
| 68 | Educational Institution Data | Do you have the following available for international students (check all that apply)? Housing, Financial Aid, Academic Scholarships, Athletic Scholarships | |
| 72 | 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) | |
| 74 | Educational Institution Data | If academia, please check which best describes you: Faculty/Business; Faculty/Education; Faculty/Other; Student/Business; Student/Education; Student/Other | |
| 77 | Educational Institution Data | If setting up an overseas campus, please describe the financial benefits to the U.S. | |
| 78 | Educational Institution Data | List degrees offered: | |
| 79 | Educational Institution Data | Minimum TOEFL score required: | |
| 80 | Educational Institution Data | Please list any specific educational institutions, associations, agents, etc., that we should not contact. | |
| 83 | Educational Institution Data | Type of educational institution: | |
| 85 | Events & Activities | [Event] location: | |
| 86 | Events & Activities | [Event] name and date: | |
| 88 | Events & Activities | Amount of Space Contracted for Domestic Exhibits/Foreign Exhibits | |
| 89 | Events & Activities | Amount of Space Intended for Domestic Good/Foreign Goods | |
| 90 | Events & Activities | Attach authority to occupy [event] site. | |
| 91 | Events & Activities | Attach license or permit to operate the [event]. | |
| 93 | Events & Activities | Booth number at show: | |
| 94 | Events & Activities | Date [event] opens/closes: | |
| 95 | Events & Activities | Deadline for accepting applications from participants: | |
| 96 | Events & Activities | Describe the event in which the USG official is to participate (e.g., site visit, announcement, ribbon-cutting, business agreement signing). | |
| 97 | 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. | |
| 98 | Events & Activities | How did you find out about this event?: e-mail; media; printed press; website; other | |
| 99 | 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)? | |
| 100 | Events & Activities | How will purpose or theme of [event] serve public interest in promoting trade? | |
| 101 | Events & Activities | If no license or permit is required, please indicate this. | |
| 102 | Events & Activities | If you are an exhibitor at [event name], what is your booth number? | |
| 103 | Events & Activities | List any specific organizations, from the private and public sectors, with whom you know you wish to meet. | |
| 104 | Events & Activities | List of foreign countries whose dutiable goods expect to or will be exhibited | |
| 105 | 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. | |
| 106 | Events & Activities | Name of [Event] | |
| 108 | Events & Activities | Name of fair grounds or other location which [event] will occupy: | |
| 110 | Events & Activities | Number of visitors expected: | |
| 111 | Events & Activities | Operator is: Corporation, Partnership, Individual, Other (specify)<br>Names and Titles of officers if a Corporation, Names of the Partners if a Partnership, Names of Owner(s) if individuals operating under a Trade Name, Names/Titles | |
| 112 | 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. | |
| 113 | Events & Activities | Overall Area of [event] | |
| 115 | Events & Activities | Please identify decision makers for this event [name, title, organization]. | |
| 117 | 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. | |
| 118 | Events & Activities | Proof, such as a copy of letter of invitation, that your mission has a host organization in countries that require such an arrangement (e. g., China), including the host's contact information. | |
| 119 | Events & Activities | Specific points you would like the U.S. government official to highlight regarding the event: | |
| 120 | Events & Activities | Specify any need for special space and/or equipment for audiovisual presentations or technical programs. | |
| 121 | Events & Activities | Specify product categories within this [event]. | |
| 122 | Events & Activities | Total Space Available for Exhibits | |
| 123 | Events & Activities | Type of Event: Luncheon, Technical Seminar, Press Conference, Dinner, Product/Service Launch, Repection, Business Meeting, Other: | |
| 124 | Events & Activities | What additional actions must occur before the event can materialize (e.g., financing needs to be secured, permits obtained, Ministry approval, etc.)? | |
| 125 | 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. | |
| 126 | Events & Activities | What are your business objectives for attending [event]? | |
| 128 | Events & Activities | What types of firms or individuals do you suggest we contact for your promotional event?<br>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 product or service/locality, etc. | |
| 131 | Export/Import Data | Annual exports (as % of total sales)~~: Less than 25%, More than 25%~~ | |
| 132 | Export/Import 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 agenices? | |
| 135 | Export/Import 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) | |
| 136 | Export/Import Data | Are you currently selling your product or service online to consumers in overseas countries? | |

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| 137 | Export/Import 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? | |
| 141 | Export/Import Data | Certification of USMCA compliance for the model line, including whether the model line is subject to an approved Alternative Staging Regime. | |
| 142 | Export/Import Data | Company export profile: | |
| 144 | Export/Import Data | Countries in which sales are made in order of importance: | |
| 145 | Export/Import Data | Countries of interest: | |
| 146 | Export/Import Data | Describe any instances in which you had to retrofit or redesign products or services to sell them in an international market. | |
| 147 | Export/Import Data | Describe any other export services that you provide. | |
| 148 | Export/Import Data | Describe any other strategies you employ for increasing international sales. | |
| 149 | Export/Import Data | Describe any overseas trade missions that you have sponsored. | |
| 150 | Export/Import Data | Describe any programs you provided for international businesses. | |
| 151 | Export/Import Data | Describe any trade barriers your organization has faced and how they were overcome. | |
| 152 | Export/Import Data | Describe how increased exports have affected employment for your organization. | |
| 153 | Export/Import Data | Description of product or service exported or type of export service provided: | |
| 154 | Export/Import Data | Do you currently sell online to overseas consumers? | |
| 155 | Export/Import Data | Do you have access to capital and can that money be dedicated to developing market share in one or more foreign countries? | |
| 156 | Export/Import Data | Do you have enough excess capacity to handle foreign sales orders? | |
| 157 | Export/Import 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? | |
| 158 | Export/Import Data | Does the product/service to be exported require any special technical support of after-sales service? | |
| 160 | Export/Import Data | Does your company have a digital strategy for exports through ecommerce sales channels? Yes/No | |
| 161 | Export/Import Data | Does your company produce or have rights to export the product/service? Yes/No | |
| 162 | Export/Import Data | Export Control Classification Code (ECCN): | |
| 163 | Export/Import Data | Export License Application Number | |
| 164 | Export/Import 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): | |
| 165 | Export/Import Data | Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements, international licensing sales | |
| 166 | Export/Import Data | Exporting experience/information: | |
| 168 | Export/Import Data | Have you exported in the past two years and, if so, was it based on a deliberate plan or strategy? | |
| 169 | Export/Import Data | Have you inquired about IP requirements in foreign markets? | |
| 170 | Export/Import Data | Have you previously tried to import from the U.S.? | |
| 171 | Export/Import Data | Have you reviewed import guidelines/restrictions relevant to your brand? | |
| 172 | Export/Import Data | How have you notified exporters of trade opportunities? | |
| 173 | Export/Import Data | How interested are you in establishing a business connection with [name of organization] for export sales to [location]? | |
| 175 | Export/Import Data | How is your product typically distributed and marketed in the U.S. and other countries? | |
| 178 | Export/Import Data | If applicable, describe how you have developed a market abroad for products not previously exported. | |
| 179 | Export/Import Data | If applicable, describe how you have opened a new market previously closed or extremely limited to American companies. | |
| 180 | Export/Import Data | Import Control Classification Code (ICCN): | |
| 181 | Export/Import Data | Increase-to-market | |
| 182 | Export/Import Data | Is your company willing to modify its product to meet foreign standards? | |
| 183 | Export/Import Data | Name factors that could inhibit international sales of your company or company's products/services: | |
| 185 | Export/Import Data | Name key exporting problems: | |
| 188 | Export/Import Data | Not counting your profit margin, what percent of the cost to your foreign buyer derives from U.S. sources: | |
| 193 | Export/Import Data | Number of employees whose jobs are attributable to exporting: | |
| 196 | Export/Import Data | Total number of countries currently exporting to: | |
| 199 | Export/Import 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, Methoids of Payment/Finance/Insurance, Trade Policy, Standards/Product Registration/Certification | |
| 200 | Export/Import 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 | |
| 205 | Export/Import Data | Products exported: | |
| 206 | Export/Import 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. | |
| 208 | Export/Import Data | States from which the projected U.S. export content will be sourced: | |
| 214 | Export/Import Data | Top three countries of export for the previous four years: | |
| 216 | Export/Import Data | Trade references (name/product, country, year, volume): | |
| 217 | Export/Import Data | Type of export counseling desired. | |
| 218 | Export/Import Data | U.S. exporters: | |
| 219 | Export/Import Data | Value and detailed description of all projected U.S. export content: | |
| 220 | Export/Import Data | What are the company's international sales objectives for the next 3 years (as % of total sales)? | |
| 221 | Export/Import Data | What documentation assistance have you provided to exporters? | |
| 222 | Export/Import Data | What experience do you have exporting your products/services? | |
| 223 | Export/Import Data | What exporting-related training have you conducted for your employees and/or international customers? | |
| 224 | Export/Import Data | What government and private sector export promotion events do you participate in? | |
| 225 | Export/Import Data | What is your international sales model? (E.g. direct sales, distributors/agents) | |
| 226 | Export/Import Data | What is your organization's objective to export? | |

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| 227 | Export/Import Data | What prompted your company to export/import? | |
| 230 | Export/Import Data | What type(s) of information were you looking for when visiting Export.gov? | |
| 231 | Export/Import Data | Which international distribution channels does your company currently use? | |
| 232 | Export/Import Data | Will patent/trademark/copyright protection abroad be necessary? | |
| 234 | Export/Import Data | Will you allow product or equipment to be sourced in the foreign market? If so, what? | |
| 235 | Export/Import Data | Would you like to add additional export regions to your listing? | |
| 237 | Finance Data | Average Annual Revenue(s): ~~Less than $1 Million, $1-3M, $3M+, $1-10M, $10-100M, $100M+~~ | |
| 239 | Finance Data | Candidate Financial Net Worth $: | |
| 240 | Finance Data | Capital structure: | |
| 241 | Finance Data | Check Payment: Account holder name, ACH/Routing number, Account number, Check number | |
| 242 | Finance Data | Credit Card Information: Cardholder name, Credit card type (Visa, Master card, etc), Expiration date, Card number | |
| 243 | Finance Data | Financial data information: | |
| 244 | Finance Data | Financial Requirements: | |
| 245 | Finance Data | Give one or more financial references | |
| 246 | 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. | |
| 247 | Finance Data | Minimum Operating Capital $: | |
| 248 | Finance Data | Minimum Required Investment $: | |
| 249 | Finance Data | Sales Frequency: Longer Term Suppliers, Short Term Supplier, Irregular Purchases, Single Purchases | |
| 250 | Franchise Data | Are your franchisees required to have any special licensing, registration, or training? | |
| 252 | 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.) | |
| 253 | Franchise Data | Outline what your franchise system has to offers to prospective master licensee or franchisee? | |
| 254 | Franchise Data | Do you have a franchisee in market that you plan to terminate? Have you notified them? | |
| 255 | 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? | |
| 257 | 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. | |
| 258 | Franchise Data | Have you received any solicited/unsolicited franchising inquiries from this market? Are you prepared to share details to assist in prospecting? | |
| 259 | Franchise Data | Indicate the territory for this franchise opportunity | |
| 260 | Franchise Data | List other markets you are interested in identifying a franchisee(s): | |
| 261 | 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.) | |
| 262 | Franchise Data | Outline details of the terms of agreement, master licensee or area developer fee? Unit franchise fee? Royalties? Advertising/marketing/other fees? | |
| 263 | Franchise Data | Numbers of franchise units in the U.S.: | |
| 266 | Franchise Data | Provide details of training, including location, duration or costs: | |
| 267 | Franchise Data | If you have appointed a master licensee in overseas markets, provide a brief outline of their profiles and indicate how you sourced these leads. Provide details of a successful search previously used. | |
| 268 | Franchise Data | What do you hope to achieve by engaging in this program? Identify potential master licensee/s, Indentify 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: | |
| 269 | Franchise Data | What does your franchise discovery day include that is unique? | |
| 270 | Franchise Data | Why are you interested in bringing your franchise concept to this market? | |
| 277 | General Information | Advocacy Type: a) Is this a request for (please check only one): Commercial (non-Defense) Advocacy?, Defense Advocacy? b) If for Defense Advocacy, is this a (please check only one): Foreign Military Sale (FMS)?, Direct Commercial Sale (DCS)?, Hybrid (FMS/DCS), To be Determined | |
| 279 | General Information | Agreement concerning bribery and corporate policy prohibiting bribery: | |
| 282 | General Information | Application Filed Date (MM/DD/YYYY) | |
| 283 | General Information | Application Status | |
| 284 | General Information | Are there any specific companies or types of companies that you would NOT like us to contact? | |
| 285 | General Information | Are there any specific companies, or types of companies, you would like us to contact? If so, please name them. | |
| 288 | General Information | Are you a member of the Industry Business Association/Club or Chamber of Commerce? | |
| 289 | General Information | Are you a U.S. citizen or permanent resident of the United States? | |
| 291 | General Information | Are you looking for representation in [country]? | |
| 292 | General Information | Associated companies/division or subsidiaries: | |
| 293 | General Information | Authorization of overseas post to disclose name of client to the target company/individual. | |
| 294 | General Information | Bidder of record: a) Is the applicant the bidder of record? (Yes/No), b) If no, please provide the name and nationality of the bidder of record: Name: Nationality: | |
| 295 | General Information | blank | |
| 298 | General Information | Can bid be submitted in English? (Yes/No) | |
| 299 | General Information | CAS # (Chemical Abstract Service Number) under the organization questions/data: | |
| 300 | General Information | Certification: | |
| 302 | General Information | Companies you currently represent: | |
| 305 | General Information | Delegation: | |
| 306 | 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). | |
| 309 | 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. | |
| 312 | General Information | Desired location(s)/city(ies): | |
| 314 | General Information | Division or subsidiary of: | |
| 315 | General Information | Do you authorize the International field office to disclose the name of the requesting company to the target company or individual? Yes/No | |

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| 316 | General Information | Do you have [foreign language]-speaking staff members with applicable qualifications that could work on foreign enterprise projects? | |
| 317 | General Information | Do you have an exclusive arrangement with your current partner? | |
| 320 | 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 | |
| 321 | General Information | Explain advantages you can provide: | |
| 322 | General Information | For each market you have selected, please specify questions/topics you would like to discuss with the Commercial Specialists. | |
| 323 | General Information | For tenders Trade Leads - companies that are already pre-qualified: | |
| 324 | 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): | |
| 325 | General Information | Have you ever participated in any of the following CS services (check all that apply)? | |
| 326 | General Information | Have you signed-up for any of our e-mail updates? | |
| 327 | General Information | How could we make our e-mail updates more useful to you? | |
| 328 | General Information | How did you learn about this program? | |
| 329 | General Information | How do you overcome language obstacles with your international customers? | |
| 330 | General Information | How many times has your company been contacted via the EMC Directory? | |
| 331 | General Information | How would you change or improve the site? | |
| 332 | General Information | How would you rate the overall usefulness of our e-mail updates? | |
| 334 | General Information | I am a representative of [organization/entity]. (Y/N) | |
| 335 | General Information | I am requesting to attend [name of] meeting on [date]: (Y/N) | |
| 336 | General Information | If applicable, please provide the necessary contact information of your current representative/partner: | |
| 337 | General Information | If government, please check which best describes you: federal, state, local | |
| 338 | 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. | |
| 339 | General Information | If this company is a subsidiary, the parent company(ies) and any controlling individual(s): | |
| 340 | General Information | If you have a distributor in this market, please explain their role in staging this promotion. | |
| 341 | General Information | In one brief sentence, please describe your work. | |
| 342 | General Information | Indicate names of VIP leaders, if appropriate. | |
| 343 | General Information | International business in which your company is interested: | |
| 344 | General Information | Is a service contract required? (Yes/No) | |
| 346 | General Information | Is the Applicant bidding as part of a partnership, consortium, joint venture, or other form of association with other companies? (Yes/No)<br>a)If yes, please list below (If needed, list any additional partners in a separate attachment.): Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address | |
| 347 | General Information | Is there a sovereign or corporate guarantee for this project? (Yes/No) *Imperative to know this for exIm financing. | |
| 350 | General Information | Is your representative/partner aware that you are seeking additional representation? | |
| 351 | General Information | ISO 9000 Registered: | |
| 352 | General Information | ITAC(s) of interest: | |
| 353 | General Information | Last Updated (MM/DD/YYYY) | |
| 354 | General Information | List all signatories for any agreements to be witness (name, title, organization): | |
| 355 | General Information | List priority countries of most importance to you. | |
| 356 | General Information | My company is independently owned and operated. (Y/N) | |
| 358 | General Information | Other services or activities: | |
| 360 | General Information | Place of domicile: | |
| 361 | General Information | Please describe the legal nature and impact of any document that will be signed. | |
| 362 | General Information | Please highlight the competitive advantages of the applicant's bid or proposal in terms of technology, price, full lifecycle cost, best value, or other factors: | |
| 363 | General Information | Please list any specific educational institutions, associations, agents, etc., that you would like us to contact. | |
| 364 | 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. | |
| 365 | General Information | Please provide any additional feedback on the [program/service]: | |
| 366 | General Information | Please provide any additional information: | |
| 367 | General Information | Please select the category that best describes you: | |
| 368 | General Information | Potential services: Market Research, Gold Key Service, International Company Profile, Advocacy, etc. | |
| 369 | General Information | Proposed itinerary | |
| 370 | General Information | Provide confirmation that no U.S. jobs will be offshored as part of this project. | |
| 371 | General Information | Provide relevant industrial economic sector(s): | |
| 372 | General Information | Provide the following details for each key team member of the Management/Project/Initiative Team<br>•Full name and anticipated role in the project.<br>•Brief summary of their professional background and relevant experience.<br>•List of past investments or projects they have managed, including deal size and outcomes. | |
| 373 | General Information | Reason for requested assistance: | |
| 375 | General Information | Referral OIO, ODO, IBP, Trade Missions, Partner, CS Event: | |
| 378 | General Information | Resume/Bio | |
| 379 | General Information | Securities Exchange Commission affiliation/reporting: | |
| 380 | General Information | Services/assistance requested from the post if status is approved (e.g., one-on-one business appoints, plant visits, translators, reception, hotel and transportation arrangements): | |
| 381 | General Information | Sex: (Optional)<br>• Female<br>• Male | |
| 382 | General Information | Share information with other TPCC Agencies: | |
| 384 | General Information | Should responding firms write in English or another language: English, Other/Please Specify: | |
| 386 | General Information | Target date of advance trip | |
| 387 | General Information | Target Group Size: Up to 25, 26-50, 51-100, 101-150, More than 150 | |

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|---|---|---|---|
| 388 | 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? | |
| 389 | General Information | TQM/Six Sigma Certified: | |
| 390 | General Information | U.S. Embassy/Consulate Commercial Specialist responsible for lead: | |
| 391 | General Information | U.S. Embassy/Consulate Post: | |
| 392 | General Information | Under which state's laws is your organization organized? | |
| 393 | General Information | What enhancements would make it more useful? | |
| 395 | General Information | What is the outcome or result you expect to accomplish by working with CS? | |
| 396 | General Information | What is the relevant supply chain sector? | |
| 397 | General Information | What seminars, workshops, or conferences has your organization conducted? | |
| 398 | General Information | What specific information do you want U.S. suppliers to provide to you when they respond? | |
| 402 | General Information | Which of the following best describes your current role? | |
| 403 | General Information | Working towards Certification: | |
| 404 | General Information | Would you be interested in providing a testimonial to be published on Trade.gov? (Y/N) | |
| 405 | General Information | Would you be willing to provide a public testimonial? (Y/N) | |
| 406 | General Information | Would you like a free subscription to Commercial News USA? | |
| 409 | General Information | Would you like your responses to be anonymous?<br>Yes, please keep my identity and responses anonymous within the U.S. Department of Commerce.<br>No, my identity and responses may be shared within the U.S. Department of Commerce (DOC) and International Trade Adminsitration (ITA). | |
| 412 | General Information | What market information will be most useful for you? What are factors that predict a good market for you? | |
| 413 | Marketing Data | Do you have an international marketing plan? | |
| 414 | Marketing Data | Does your firm have a U.S. marketing plan? | |
| 415 | Marketing Data | How is your company planning to develop sales in target markets? | |
| 416 | Marketing Data | If no, does your company need help developing a U.S. marketing plan? | |
| 417 | Marketing Data | Name and contact info for company official in charge of international sales/marketing: | |
| 418 | 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. | |
| 419 | Marketing Data | What are you hoping to accomplish with market research? (Find new markets, expand current markets, etc. Please add specific details when possible.) | |
| 420 | Marketing Data | What international marketing and promotional methods have you used? | |
| 421 | Marketing Data | What market research do you conduct? | |
| 422 | Marketing Data | What new markets are you targeting to expand future sales? | |
| 423 | Marketing Data | What promotional methods does your company use domestically? | |
| 424 | Marketing Data | Where are you most interested in marketing your product? | |
| 425 | Organization Information | APEC Economy | |
| 426 | 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. | |
| 427 | Organization Information | Chamber registration number: | |
| 428 | Organization Information | Company Activity(ies): (Please select all that apply) Manufacturer, Distributor/Representative, Export Management Company, Service Company, Franchiser, Educational Institution, Other (please specify): | |
| 429 | Organization Information | Company or organization name on certificate (if selected): | |
| 430 | Organization Information | Current clients or references (2 or 3): | |
| 431 | 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. | |
| 432 | 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. | |
| 433 | 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. | |
| 434 | Organization Information | Does your company file reports with the Securities and Exchange Commission? Yes/No | |
| 435 | Organization Information | Does your company offer U.S. goods or services in the [industry] sector? | |
| 436 | Organization Information | Duns and Bradstreet number: | |
| 437 | Organization Information | Economic Development Organization | |
| 438 | Organization Information | Federal Tax ID number or EIN: | |
| 439 | Organization Information | Foreign-language speaking staff: | |
| 440 | 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? | |
| 441 | 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? | |
| 443 | 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. | |
| 444 | Organization Information | How many countries do you export to? | |
| 446 | Organization Information | If another industry, please explain: | |
| 447 | Organization Information | If you selected Yes to one of the previous two questions, please provide an explanation of your response. | |
| 448 | 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 | |
| 449 | Organization Information | IRS Waiver form: | |
| 450 | Organization Information | Is this business a U.S. subsidiary of a foreign-owned company? Yes/No | |
| 451 | Organization Information | Is your company majority-owned or controlled by a foreign government entity or foreign government entities? | |
| 452 | 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? | |

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| 453 | 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? | |
| 454 | Organization Information | Is your company registered with the state or Commonwealth (provide name)? | |
| 456 | Organization Information | List name and location of other companies: | |
| 457 | Organization Information | My company exports products/services to other countries | |
| 459 | Organization Information | Number of company-owned units in the U.S.: | |
| 471 | Organization Information | Ownership (Identify any parent companies and the percentage of ownership of each parent.) | |
| 472 | Organization Information | Ownership percentage: | |
| 473 | Organization Information | Please certify your institution/company size: Small, Medium, Large | |
| 474 | Organization Information | Please provide additional organizational information (Select all that apply) | |
| 475 | Organization Information | Please provide links to 3 companies who exemplify your ideal client (even if they are US based companies). | |
| 476 | Organization Information | Please provide links to top competitors. | |
| 477 | Organization Information | Please provide your top three competitor website URLs for benchmarking purposes. | |
| 479 | Organization Information | Please select your industry, Please select one or more...Aerospace, Agribusiness, Automotive, Builiding 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 | |
| 483 | Organization Information | Principal Place of Business | |
| 484 | Organization Information | Provide additional information that [bureau] should be aware of to fully understand your company and its requirements. | |
| 485 | Organization Information | Safety record: | |
| 486 | Organization Information | Number of years in business: | |
| 487 | Organization Information | Staff with applicable qualifications to work on foreign enterprise projects: | |
| 488 | 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.) | |
| 489 | Organization Information | Size (number of employees?): blank, 0-50, 51-100, 100-250, 250-500, 500+ | |
| 490 | Organization Information | Trade license number: | |
| 491 | Organization Information | U.S. State of Incorporation | |
| 492 | Organization Information | Under which state's law is your organization organized: | |
| 493 | Organization Information | What are the characteristics of your best customers? | |
| 494 | Organization Information | What domestic channels of distribution does your company employ? | |
| 495 | Organization Information | What is your organization's primary function/role in the [industry name] industry? | |
| 496 | 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) | |
| 497 | Organization Information | Why this market? Did you conduct research; previously been in the market; received unsolicited inquires? Please provide details. | |
| 498 | Organization Information | What target sectors will your ideal candidate likely operate? | |
| 499 | Organization Information | Where will your support center be located for this market? | |
| 500 | Organization Information | Who are the consumers that would frequent your brand? What demographics/psychographics come to mind as you look at your consumer pool. | |
| 502 | Organization Information | Would you be able to establish a reliable supply chain to [organization]? | |
| 503 | Organization Information | Would you like us to look for any specific concerns regarding the foreign company? | |
| 523 | Product/Service Data | As an EMC, what services do you provide to your clients? | |
| 524 | Product/Service Data | Benefits/unique features: | |
| 527 | Product/Service Data | Describe the product/service(s) to be promoted, including its competitive advantages and unique selling proposition. | |
| 528 | Product/Service Data | Describe the product/service(s) you are looking for. Please be as specific as possible.* | |
| 529 | Product/Service Data | Discuss Intellectual Property: | |
| 531 | Product/Service Data | Does the product have patent/trademark/copyright registration? | |
| 532 | Product/Service Data | Does the product require any special technical support or after-sales service? | |
| 533 | 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. | |
| 534 | Product/Service Data | General description of trade activities and products and services of the U.S. entity to be represented. | |
| 535 | Product/Service Data | HS Code(s) of product(s) (if known) | |
| 536 | Product/Service Data | If not manufacturer, does your firm have documented sales or distribution authorization for the product? | |
| 538 | Product/Service Data | If you already have a U.S. Supplier(s) in mind, please indicate the company of interest below. | |
| 539 | Product/Service Data | If you don't manufacture the product, provide name and location of manufacturers' headquarters. | |
| 540 | Product/Service Data | Is product/service currently being sold in U.S.? | |
| 541 | Product/Service Data | Is the company's product sourced/produced entirely in the US? | |
| 542 | Product/Service Data | Is there a Local Content Requirement? If So, How Much? Yes/If Yes, How Much?/No | |
| 543 | Product/Service Data | List the most important end-users or end-user industries for this product /service: | |
| 545 | Product/Service Data | Name of REE/Magnet Supplier | |
| 546 | Product/Service Data | Please list end-users and/or industries that use this product: | |
| 547 | Product/Service Data | Please list the ecommerce sales channels in which you sell your products/services online: | |
| 548 | Product/Service Data | Please list the Schedule B/HS Code (and corresponding product description) | |
| 550 | Product/Service Data | Product categories/industries to be promoted. | |
| 551 | Product/Service Data | Product/Service contain 51 percent U.S. content? | |

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| 553 | Product/Service Data | Quantity needed: Price range/dollar ($) value: | |
| 554 | Product/Service Data | Quantity needed: Purchase needed by/Submission deadline:* | |
| 557 | Product/Service Data | U.S. good(s)/service(s) provided by your company: | |
| 558 | Product/Service Data | What are the unique advantages of your product or service? What is your value proposition to your customers? | |
| 559 | Product/Service Data | What related products might a representative/partner of this product/service also handle? | |
| 561 | Product/Service Data | What type of licensing or registration does your product/service require *in the U.S.* (i.e. FDA Approval)? Which requirements do you carry? Are there any pending? | |
| 562 | Product/Service Data | What type of licensing or registration does your product/service require *internationally* (CE Mark, WEE, RoHS, CCC, GOST-R, FDA Classification, ASME, etc.)? Which requirements do you carry? Are there any pending? | |
| 563 | Project Data | Describe the deal structure of your project. | |
| 564 | Project Data | Describe the material benefit(s) this project/investment provides to the U.S. economy, supply chain, geostrategic goals, etc. | |
| 565 | Project Data | How will the project be financed (if known)? | |
| 566 | Project Data | How will this project/transaction affect the environment? | |
| 567 | 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. | |
| 568 | 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: | |
| 569 | 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 applicantion(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) | |
| 570 | Project Data | Is the project financed by any of the following Multilateral Development Banks (MDBs): World Bank (WB), Inter-American Development Bank (IDB), African Development Bank (AfDB), European Bank for Reconstruction and Development (EBRD), or the Asian Development Bank (ADB)? (Yes/No/Not Sure)<br>a) If yes, please specify the MDB: | |
| 571 | Project Data | Is the U.S. Trade and Development Agency (USTDA) providing support for the project? (Yes/No/Not Sure), a) If yes, please indicate whether USTDA project support is through feasibility studies, training grants, or other assistance (if known):, b) If no, please indicate whether the Applicant or any of its partners plan to seek or would like assistance in seeking support from USTDA for the project: (Yes/No) | |
| 572 | Project Data | Please identify the expected competitors for the project: (If needed, list any additional competitors in a separate attachment.) a) U.S. Competitors: Company b) Foreign (non-U.S.) Competitors: Company & Nationality | |
| 573 | Project Data | Please identify which of the project goods and/or services are foreign-sourced: a) Foreign-Sourced Goods and/or Services Provided by Applicant: (list of Goods or Services, Company, Country), b) Foreign-Sourced Goods and/or Services Provided by Other Companies:(list of Goods or Services, Company, Country) | |
| 574 | Project Data | Please identify which of the project goods and/or services will be U.S.-sourced and from which U.S. state or territory they will be exported: a)U.S.-Sourced Goods and/or Services Provided by the Applicant: (list of Goods or Services and their U.S. State/Territory), b)U.S.-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, and U.S. State/Territory) | |
| 575 | 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:<br>a) U.S.-Sourced Goods Provided by Applicant:, b) U.S.-Sourced Services Provided by Applicant:<br>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) Percentage U.S.-Sourced Goods and Services: % (e ÷ k) x 100 | |
| 576 | 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. | |
| 577 | Project Data | Please provide a description of the project or procurement the applicant is pursuing ("the project)". | |
| 579 | 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.<br>Interim Milestone(s) and Associated Date(s):<br>Estimated Final Award Date: | |
| 580 | Project Data | Name of project, location, country | |
| 581 | Project Data | Provide confirmation that the project/investment is non-competitive with investment in a U.S. site. | |
| 582 | Project Data | Provide overall economic value of the project or transaction: | |
| 583 | Project Data | What if any agreements/approvals have previously occurred in connection with this project? | |
| 584 | Project Data | What is the current status of the project? (Please include interactions with 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.) | |
| 586 | Race Data | Are you Hispanic or Latino?<br>1. Hispanic or Latino: A person of Cuban, Mexican, Puerto Rican, Cuban, South or Central American, or other Spanish culture or origin, regardless of race. The term, “Spanish origin,” can be used in addition to “Hispanic or Latino.”<br>2. Not Hispanic or Latino | |

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| 587 | Race Data | What is your race? <'Mark' or 'Select'> one or more<br>1. American Indian or Alaska Native: A person having origins in any of the original peoples of North and South America (including Central America), and who maintains tribal affiliation or community attachment.<br>2. Asian: A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.<br>3. Black or African American: A person having origins in any of the black racial groups of Africa. Terms such as "Haitian" or "Negro" can be used in addition to "Black or African American."<br>4. Native Hawaiian or Other Pacific Islander: A person having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands.<br>5. White: A person having origins in any of the original peoples of Europe, the Middle East, or North Africa. | |
| 589 | Website/Digital Service Data | Did you know that you could sign-up for e-mail updates from Export.gov? | |
| 598 | Website/Digital Service Data | Have you done website search engine optimization (SEO) to your online promotional content in advance of this event? | |
| 599 | Website/Digital Service Data | How is your website managed?: In-house web designer: creates content, updates site, search engine optimization.<br>External web designer: creates content, updates site, search engine optimiation | |
| 600 | Website/Digital Service Data | How much money/time has your company spent on website improvements since receiving the WGR? | |
| 601 | Website/Digital Service Data | How would you change or improve the site? What enhancements would make it more useful? | |
| 602 | Website/Digital Service Data | How would you rate the overall usability of Export.gov? | |
| 609 | Website/Digital Service Data | From your website's analytics, please provide:<br>Number of International site visitors last year: this year:<br>Number of International prospects (email addresses collected) last year: this year:<br>International sales revenue via website in the last year: this year:<br>How much does your company spend on digital marketing per year?<br>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?<br>Do you have distributors selling your product/service online?<br>International Sales: last year: this year:<br>Site Session Time: last year: this year: | |
| 610 | Website/Digital Service Data | When was your website designed or last updated? | |
| 611 | General Information | From the time you first meet a new marketing partner (distributor, agent, dealer, etc.), on average, how long does it take to sign a partner (distributor, agent, dealer, etc.) agreement? | |