



Economic Development Department

385 N. Arrowhead Ave., 3rd Floor, San Bernardino, CA 92415-0043
909.387.4700 | www.SelectSBcounty.com

Soua Vang
Interim Director of
Economic Development

SAN BERNARDINO COUNTY INTERNATIONAL TRADE & EXPORT READINESS/ OPERATION IMPROVEMENT INTAKE FORM

MAIN COMPANY INFORMATION

Company Name:

Address:

City:

State: Zip Code:

Telephone: +1-

Fax: +1-

Web Site:

E-mail:

Year Established:

Alt Contact: Mr. Ms. Dr. Other _____

Name:

Title:

If different than company contact information:

Address:

City:

State: Zip Code:

Telephone: +1-

Fax: +1-

Additional Telephone Numbers (*identify type; i.e. cellular, etc.*):

Telephone: +1- Type:

Telephone: +1- Type:

E-mail:

CONTACT INFORMATION

Primary Contact: Mr. Ms. Dr. Other _____

Name:

Title:

If different than company contact information:

Address:

City:

State: Zip Code:

Telephone: +1-

Fax: +1-

Additional Telephone Numbers (*identify type; i.e. cellular, etc.*):

Telephone: +1- Type:

Telephone: +1- Type:

E-mail:

Insert information for any additional contacts:

Addl Contact: Mr. Ms. Dr. Other _____

Name:

Title:

Telephone: +1-

E-mail:

COMPANY PROFILE

Parent Company Name:

Website Address (URL):

WORLD HEADQUARTERS – Country:

City:

Number of Employees:
(at San Bernardino County location)

Number of Employees (Total at all facilities):

Annual Sales (approximate in \$):

Please select your main type of company/organization:

If Other, please specify _____

Please check all categories that apply to your company/organization:

- U.S.- Owned Woman-Owned 8(a) Certified
- Veteran-Owned Minority-Owned Other; please specify
- Foreign-Owned U.S. Subsidiary; please specify:

Please describe your company's/organization's product/service(s) you seek to promote.

Include the features that distinguish your product/service from the competition and describe the competitive advantages

List the most important end-users or end-user industries for this product /service(s):

EXPORT EXPERIENCE

Has company exported before? No Yes

If known, what % of total sales last year were export sales?

If known, name the top 3 countries that your company exports to:

For each of the goods and/or services that company/participant intends to export.

Is the good or service manufactured or produced in the United States? No Yes

If the answer is NO for any of the goods or services, are they manufactured or produced outside the United States but marketed under the name of a U.S. firm and have U.S content representing at least 51 percent of the value of the finished good or service?

No Yes

If the percentage of U.S. Content is less than 51 percent of the value of the finished goods or services, please explain why the products and/or services should be considered for promotion during mission.

COMPANY PRODUCT INFORMATION

Please list the top 3 products or product categories that you are interested in SELLING in

Description of Product #1:

Please also provide a photo or product catalog:

Product Catalog URL:

Description of Product #2:

Please also provide a photo or product catalog:

Product Catalog URL:

Description of Product #3:

Please also provide a photo or product catalog:

Product Catalog URL:

PROSPECTIVE PRODUCT BUYING INFORMATION

Please list the top 3 products or product categories that you are interested in BUYING in

Description of Product #1:

Please also provide a photo or product catalog:

Product Catalog URL:

Description of Product #2:

Please also provide a photo or product catalog:

Product Catalog URL:

Description of Product #3:

Please also provide a photo or product catalog:

Product Catalog URL:

COMPETITION

Indicate who some of your top competitors are if known:

Please check all that apply regarding your company's/organization's top three objectives.

- | | |
|---|--|
| <input type="checkbox"/> Finding a Sales Rep | <input type="checkbox"/> Government Meetings |
| <input type="checkbox"/> New Business Prospects | <input type="checkbox"/> Finding JV Partners |
| <input type="checkbox"/> Finding a Distributor | <input type="checkbox"/> Immediate Sales |
| <input type="checkbox"/> Finding Licensees | <input type="checkbox"/> Other, please specify: |
| <input type="checkbox"/> Market Research | <input style="width: 150px; height: 15px;" type="text"/> |
| <input type="checkbox"/> Advocacy for Major Project | |

TARGET MARKET –

Target market objectives: Indicate your goals (check all that apply):

- Explore market potential
- Increase market share or sales volume
- Source product(s) for import
- Contract manufacture components or finished products
- Establish company-owned sales office or distribution center
- Joint venture or acquire an existing company in the target market
- Contract services in the target market
- Other (specify):

With respect to the target market, which of the following best describes the language skills and cultural knowledge of the participant?

- No meaningful understanding of language/customs
- Limited to polite phrases and travel-related vocabulary
- Can comfortably discuss business and products/services but lack technical vocabulary and negotiating skills
- 90%-100% fluent in language and culture. Can negotiate complex contractual agreements and discuss abstract concepts with ease.

Based on your priority objectives, how would you define success in this program if you participate?

Our County Your OPPORTUNITY

JENNY DE LA MORA
Economic Development Department

Economic Development Coordinator

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