



South Carolina
Department of Commerce

Just right for business.

VIRTUAL TRADE MISSION TO INDIA

Date: October 19 - 23, 2020

Deadline to Register: September 18, 2020

The South Carolina Department of Commerce would like to invite your company to participate in its virtual trade mission to India. The focus of this virtual mission is setting matchmaking meetings with qualified, potential business contacts and decisionmakers.

As business around the world gears up for the 'new normal,' India is on the path to becoming world's third largest consumer market and a growth engine for the foreseeable future. India U.S. relations have grown at an incredible pace since 2016 when they stood at USD 100 billion to the current level of USD 142 billion. The United States remained India's largest trading partner in 2019, with exports of U.S. goods and services to India totaling USD 60 billion.

This virtual B2B mission to India will provide S.C.-based companies an opportunity to showcase your products and services, gain valuable contacts and build your exports into the growing Indian market.

By participating in this virtual mission, you will benefit from:

- Overview of the market and an update on the current situation, including Indian regulations for the company's product/services; Indian consumer behavior; and how and where to find reliable and potential partners.
- Cost-effective means of exploring the market without leaving your office.
- Focused business meeting(s) with qualified buyers/resellers/distributors.
- Meetings to be coordinated by in-market experts.

Contact us

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South Carolina Trade Mission Meeting Profile Sheet

Please complete this profile sheet which will be used to assess your exporting goals.

A. South Carolina Contact Information

Company Name:		
Address:		
City:	State: SC	Zip Code:
Company Web Site:		
Contact Person:		Title:
Contact Tel:		Contact Fax:
Contact E-mail:		
Alternate Contact:		Title:
Alternate Contact E-mail:		Alternate Contact Tel:

B. South Carolina Company Information

Company Activity: (select all that apply)	
<input type="checkbox"/> Manufacturer <input type="checkbox"/> Exclusive Distributor <input type="checkbox"/> Export Management Company	<input type="checkbox"/> Service Company <input type="checkbox"/> Franchisor <input type="checkbox"/> Other (please specify): _____
Brief Company Description:	

C. Product/Service Information

Export Control Classification Number (ECCN): ?	
HS Code:	Does your product contain at least 51% U.S. content? <input type="checkbox"/> Yes <input type="checkbox"/> No
What countries do you currently export to?	
Describe the product/service(s) you seek to promote, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.	

Who are your major competitors at home and abroad?
List the most important end-users or end-user industries for this product/service.
How is your product typically distributed and marketed in the U.S. (and in other countries if applicable)?
What type of licensing or registration does it require in the U.S.?
What related products might an agent/distributor of this product also handle?

D. Business Objectives

<p>What type of business contacts are you seeking?</p> <table> <tr> <td><input type="checkbox"/> Distributor / Wholesaler</td> <td><input type="checkbox"/> Joint Venture Partner or Licensee</td> </tr> <tr> <td><input type="checkbox"/> Agent / Sales Representative</td> <td><input type="checkbox"/> Direct sales</td> </tr> <tr> <td><input type="checkbox"/> Franchisee</td> <td><input type="checkbox"/> Other: _____</td> </tr> </table>	<input type="checkbox"/> Distributor / Wholesaler	<input type="checkbox"/> Joint Venture Partner or Licensee	<input type="checkbox"/> Agent / Sales Representative	<input type="checkbox"/> Direct sales	<input type="checkbox"/> Franchisee	<input type="checkbox"/> Other: _____
<input type="checkbox"/> Distributor / Wholesaler	<input type="checkbox"/> Joint Venture Partner or Licensee					
<input type="checkbox"/> Agent / Sales Representative	<input type="checkbox"/> Direct sales					
<input type="checkbox"/> Franchisee	<input type="checkbox"/> Other: _____					
Is your firm seeking representation on an exclusive basis in this market? <input type="checkbox"/> Yes <input type="checkbox"/> No						
Describe any preferences, requirements, or pre-qualifications that the ideal prospect must have, such as English language ability, size, revenue, coverage, client base, investment etc.						
Describe any special features of your company's operations, interests, or objectives in the target market that can help us identify potential business partners.						

Are there any specific companies, or types of companies, you would like us to contact?
If so, please name them.

Are there any specific companies, or types of companies, you would NOT like us to contact?
If so, please name them.

Is your company currently represented in this country or region? Yes No

If yes, is your distributor aware you are seeking additional representation? Yes No

E. Match-making

Have you done business in India before? Yes No

If yes, do you currently have representation in the market?

Official SCDOC Use Only

Meeting Notes:

Action Items: