International Trade Services

Putting global trade to work for your business

Our mission is to increase the number of Virginia companies selling overseas and their volume of international business. We help both new and experienced exporters by identifying new international markets, developing market entry strategies, optimizing their supply chains, and locating distributors and representatives for products or services. Virginia businesses interested in increasing international sales benefit from our export development programs, services, and grants.

International Market Research

- Global network consultants are ready to assist in more than 120 countries around the world
- In-country market research specific to your product or service

International Trade Shows and Appointments

- International business meetings arranged on your behalf
- Pre-qualified potential buyers or distributors
- Exhibit your products and services at international trade shows
- Network with prospective customers and grow international sale

Publications and Training

- Access a wide range of export how-to guides and industry reports
- Network with prospective customers and grow international sales

Programs and Grants

- State Trade Expansion Program (STEP) – Grant funding for travel to international markets
- Regional Export Program – Year-long program to develop and execute a strategy for exporting
- Global Defense Program – Helps Virginia defense companies diversify into new international markets
- Trade Show Program – Provides resources for exhibiting at international trade shows
- Global E-Commerce Program – Assistance with growing and diversifying global e-commerce sales
- VALET Program – An award-winning two-year export acceleration program
- Supply Chain Optimization Program – Helps companies evaluate and streamline their supply chain management and import processes

Virginia International Gateway, Portsmouth

For more information, visit:

ExportVirginia.org

VEDP International Trade ExportVirginia.org