SBDCGLOBAL.COM
connecting small business to the world

USAID
FROM THE AMERICAN PEOPLE

ASBDC

AMCDPE

Universidad Veracruzana

UTSA
Institute for Economic Development

South-West Texas Border Small Business Development Center Network
The University of Texas at San Antonio

International Trade Center
Providing Value. Delivering Results. Globally
Small Business Development Center Network

- Helps small and medium businesses become competitive by providing consulting, training, and market research that creates economic impact.

- Services always no-cost & 100% confidential.

- Hosted by universities, colleges, and state economic development agencies.

- Funded by SBA, State agencies, and host organization.

- Roughly 1,000 centers in the US.
SBDC International Expansion

- 2003: Mexico adapts SBDC model
  - Currently 104 SBDCs throughout Mexico

- 2010: Colombia adapts SBDC model
  - Currently 3 SBDCs in Cali, Colombia

- 2010: El Salvador adapts SBDC model
  - Currently 10 SBDCs throughout El Salvador

- 2012: Expansion of SBDCs throughout Central America and the Caribbean
Small Business Network of the Americas

- SBDCs are rapidly expanding
- SBDC Expansion and SBDCGlobal will be key for SBNA
- Program will help double exports
How do small businesses identify business opportunities domestically and internationally?
The Solution... SBDCGlobal.com

Will provide small businesses with the connections, tools, information and assistance necessary to locate buyers and suppliers in Mexico and soon Colombia and El Salvador.
SBDCGlobal.com

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Tuesday, April 08 2010

Expand Your Global Potential Today

Find New Markets

Tour Sign-up

Latest Sell Offers
- Granos de Café Frescos - test
- Organic Bee Honey from Mayan Tropical F... - test
- Strawberry Jelly - test
- Fresh Strawberries - test

Latest Buy Requests
- Acrylic Paints - test
- Packaging for chocolate - test
- Floors polisher - test
- Hilo de Algodon - test
- Empacadora - test

“No-cost online trade platform.”
“Connects US and Mexican SBDC clients.”
“Cutting edge trade information.”

Trade Events Trade Information
SBDCGlobal.com will help Clients to...

- Uncover business opportunities in new markets
- Locate new buyers & grow sales
- Identify new suppliers to lower costs
- Obtain the information & assistance to make business negotiations happen
- Accelerate results, making good use of their resources, time, & money
How does SBDCGlobal.com help Counselors?

- Makes communication & interaction among Counselors & Clients easier
- Helps Counselors better manage their Clients
- Provides free access to trade information
- Leads to the capture of economic impact
- Offers access to established & successful SME Clients
How can SBDCGlobal.com help SBDCs?

- Identifies businesses ready for domestic & international trade
- Provides Counselors with better uses of their time to increase efficiency
- Fosters, generates, & captures economic impact
- Effectively connects SBDC network members
SBDCGlobal.com is different than other sites

- The sole interest of SBDCGlobal.com is the SME growth
- Free & exclusive for SBDC Counselors & small business Clients
- Links pre-qualified Clients with international trade opportunities
- Offers customized consulting assistance
- Facilitates trade opportunities
Site Structure
Who wants to see SBDCGlobal.com?

SBDCGLOBAL.COM
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Key Features: Buy & Sell Leads

- Lists buy and sell offers
- Ability to search for offers by categories
- Capability to contact potential buyers and sellers
Key Features: Posting Buy & Sell Leads

- Clients can post buy and sell offers based on their terms
- Counselors approve all offers before being posted
- Ability to update offers
Key Features: Negotiations

- Real time negotiations between clients
- History and summary of negotiation proposals made

Negotiations concerning Silver Beaded Necklaces

<table>
<thead>
<tr>
<th>Currency</th>
<th>Product Information</th>
<th>Your Proposal</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td></td>
<td>USD</td>
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</tbody>
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| Unit Price | 150                | 125          |
| Payment Type | Cash               |              |
| Delivery Place | Tulsa, Oklahoma |              |
| Payment Terms | Cash in advance |              |
| Quantity | 5,000              |              |
| Incoterms | FCA                | FCA          |
| Transportaion Method | Rail              |              |

* - Fields that were changed.
Note: Empty fields will be filled with product information value.
Key Features: Directories

- Lists all SBDCGlobal.com registered companies
- Provides information regarding service providers
- Content can be easily filtered
Key Features: Trade Information

- Up to date business trade information
- Everything in one place
- Easy to use
SBDCGlobal.com Future

- Upgrade of site features
- Expansion into all of Central America
- Expansion into the Caribbean
- Collaboration with Brazil
- Active role of service provider personas
- Expansion of trade resources
Questions?

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