SBDCGLOBAL.COM
connecting small businesses to the world
How do small businesses identify business opportunities domestically and internationally?
The solution...

SBDCGlobal.com

Provides the means to connect small business clients of the U.S. and Mexican Small Business Development Center (SBDC) networks for international trade, buy/sell opportunities, and increasing economic impact.
Grow Your International Sales. Source New Products.
Sign-up in 30 seconds.

Take a tour or Sign up for free

Get the information and no-cost consulting to help make it happen.
Overview and Objectives

Creates international trade through

- Connections of SMEs
- Creates bilateral commercial opportunities
- Generates economic impact
Benefits for the Client

- Introduces clients to new markets, complying with market rules and regulations
- Exposes clients to the best practices of international trade
- Increases the certainty of commercial activities
Benefits for the Client

- Provides assistance from an experienced and qualified consultant
- Increases competitiveness
- Creates jobs
- Increases sales
- Accelerates results, making good use of clients’ resources, time, and money
Buy and Sell Offers

- Lists buy and sell offers
- Ability to search for offers by categories
Posting Buy and Sell Requests

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

- Real time negotiations between clients
- History and summary of negotiation proposals made
- E-mail and dashboard notification to clients involved and respected counselors

**Negotiations concerning Laboratory Microscopes**

<table>
<thead>
<tr>
<th>Laboratory Microscopes</th>
<th>Product Information</th>
<th>Your Proposal</th>
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<td><strong>Transportation Method</strong></td>
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* - Fields that were changed.

Note: Empty fields will be filled with Product Information value.
Benefits for the Counselors

- Time effective tool that makes communication and interaction among consultants easier
- Helps counselors better manage their clients
- Access to free trade information
- Professional Growth and Development
Benefits for the Counselors

- Helps clients have better performances, leading to the capture of economic impact
- Key player in the success of the platform
- Access established & successful SME clients
Counselor Dashboard

- Sends and receives private messages
- Notification on client proposals
- Approves client buy/sell requests
- Creates and publishes articles
- Connects counselors to clients
Project Management

- Creates projects and tasks for clients to complete
- Ability to group clients into similar projects and tasks

<table>
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<tr>
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</table>
Benefits for the SBDC

- Identifies businesses ready for international trade
- Provides consultants with better uses of their time to increase efficiency
- Ability to generate and capture greater economic results that will help increase funding assistance
Benefits for the SBDC

- Fosters greater economic impact
- Effectively connects SBDC network members
- Opportunity to connect the centers with established companies and government agencies
How is SBDCGlobal.com different?

- The SBDC model has been successful for more than 30 years in assisting SMEs.
- The sole interest of SBDCGlobal.com is the SME growth, it is a no-cost online trade platform.
- Offers customized consulting assistance.
- Facilitates trade opportunities.
How is SBDCGlobal.com different?

- Links pre-qualified clients with international trade opportunities
- Unifies the domestic market and fosters internationalization
- Has the capacity to be multilingual
Future

- Development of user friendly import/export project management templates
- Local adaptation depending on region in which it is used
- Implementation of widgets in SBDCGlobal.com
- Active role of service provider persona’s
- Merging content and information of Mexican and US SBDCs demo sites into a cohesive platform at SBDCGlobal.com
- Expanding and introducing the SBDC Model and SBDCGlobal.com Platform to other countries