SBDCGLOBAL.COM
connecting small business to the world
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
International SBDC Expansion

- Promote partnerships between the public, private and academic sectors through the SBDCs
- Create a hemispheric network of SBDCs that will improve MSME competitiveness
- Promote the economic integration of the region
- Connect each SBDC network to SBDCGlobal.com to open new markets and generate trade opportunities
Mexico: Small Business Development Centers

- Centros para el Desarrollo de la Pequeña Empresa (CDPE)
- Pioneer in the expansion of the model
- Began implementation in 2003
- 101 operating centers
Mexico: Mexican Association of Small Business Development Centers

- 23 Accredited Centers
- 17 Centers in Process to be Accredited
- 101 Members of the AMCDPE Network
El Salvador: Micro and Small Business Development Centers

- Centro para el Desarrollo de la Micro y Pequeña Empresa (CDMYPE)
- Began implementation in 2009
- 10 operating centers
El Salvador: CDMYPE Network
Central America: Adapting and replicating the SBDC model

- Part of the U.S. Department of State initiative *Pathways for Prosperity* and with the support of HED, the UTSA SBDC and CENPROMYPE

- The goal is to create national SBDC Networks in Panama, Costa Rica, the Dominican Republic, Honduras, Guatemala, Peru and Colombia

- Costa Rica, Guatemala, Honduras and Panama completed the certificate training and are now in the process of launching the first SBDC pilot centers
Caribbean: Adapting and replicating the SBDC model

- Partnership program with U.S. Department of State Mission to the OAS, the OAS, Caribbean Export and UTSA

- The goal is to create five national SBDC Networks in the Caribbean including Belize, Jamaica, Barbados, Saint Lucia and Dominica

- The Certificate Training has been conducted in Belize and the first SBDC pilot center was inaugurated in Belize City in October 2012
Small Business Network of the Americas

- SBDCs are rapidly expanding
- SBDC Expansion and SBDCGlobal will be key for SBNA
- Program will help double exports
What does SBDCGlobal.com do?

It provides small businesses with the connections, tools, information and assistance necessary to locate buyers and suppliers in Mexico and soon Colombia and El Salvador.

Our sole interest is SME growth.
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
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
U.S. Structure
SBDCGLOBAL.COM
connecting small business to the world
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: Directories

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

- Up to date business trade information
- Everything in one place
- Easy to use
Questions?

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