

VIRTUAL BUSINESS MATCHMAKING SERVICE ISRAEL

Since 1996, Enterprise Florida's (EFI) International Trade & Development Division has been a strong advocate for business growth through market diversification. We help Florida-based businesses enter and succeed in foreign markets.

Trade between the U.S. and Israel has increased 10-fold to over \$40 billion since the signing of the United States-Israel Free Trade Agreement in 1985. Most Israeli companies consider the U.S. as their first destination for expanding their business and investment. The total trade between the State of Florida and Israel amounts to around \$310 million annually. Israeli exports to Florida stand at around \$210 million. Israel imports over \$100 million worth of Florida-origin goods each year, across a wide variety of industries including:

Aerospace Parts • Defense • Vehicles • Cosmetics & Perfumes • Medical Equipment • Industrial Machinery (Computers) • Electric Components

OUR NETWORK – YOUR OPPORTUNITY

In the wake of unprecedented market disruptions and travel restrictions, Enterprise Florida is pleased to support the state's business community with the new Virtual Business Matchmaking Service (VBM). This service is designed to help facilitate your market entry by matching you with suitable foreign partners, distributors and buyers.

VIRTUAL BUSINESS MATCHMAKING SERVICE



Advantages

- YOU define ideal partner criteria
- YOU pick desired meeting partners from a long list of suitable, qualified companies resulting from a thorough distributor/agent/VAR search
- No need to travel
- Scheduling flexibility



Results

The VBM delivers virtual introductions via teleconference or video conference of five interested agents, distributors or partners in your target markets who have been pre-screened and pre-qualified.



Costs: \$1,600 (or \$0 with trade grant)*

For eligible small businesses, Enterprise Florida's trade grant will cover the full cost of the VBM on a reimbursement basis, making the service completely free.

*Eligibility criteria apply.



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For more information about EFI's **Virtual Business Matchmaking Service** and other support services, contact:

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