



Gateway to Worldwide Partners

A tailored service delivering intelligent solutions to the joint venturing and other overseas investment activities of West Midlands' businesses

Our Vision

To help West Midlands businesses realise their internationalisation objectives through excellent service, renowned for quality of advice, intelligent signposting, hands on support, flexible financial assistance and help material.



Gateway to Worldwide Partners

Our Partners

IntaTrade has links to an impressive range of partners (public and private sector), both here in the UK and overseas. They include: UK Trade & Investment; British Embassies overseas; Business Links and Chambers of Commerce; Regional Development Agencies; Universities; Innovation Relay Centres; EICs; BICs; trade associations and business organisations; accountants; banks and solicitors.

In addition we have access to an extensive range of partner networks throughout Europe and beyond. **Where existing contacts cannot satisfy needs we will look for new ones.**

To benefit, contact Bob Davies or Dean Stephenson at IntaTrade:

Enterprise Centre, Coventry University Technology Park
Puma Way, Coventry CV1 2TT

Tel: +44 (0) 2476 236 406 / +44 (0) 7974 984 195

Email: r.davies@coventry.ac.uk / d.stephenson@coventry.ac.uk

Qualification?

IntaTrade is happy to talk to any business that:

- Is based in or has a substantive operation in the West Midlands
- Has already determined the need to look overseas to satisfy business objectives (*other than normal trading activities through a distributor or agent*)

What can we help with?

IntaTrade can help businesses with all aspects of Internationalisation. The following are a few examples:

- Overseas operations
- Overseas alliances (research / technology etc.)
- Joint Ventures
- Manufacturing under licence
- Mergers and acquisitions
- Other related activities

What type of help can we give?

- Help in finding an appropriate partner overseas
- Advice / technical knowledge / legal issues etc.
- Needs analysis / action plan
- Grant assistance
- Signposting
- Visiting / creating the market, diversification etc.
- Self help material
- Hands on support throughout

The Cost

We do not normally charge for our basic services! We will agree in advance the level of support we can offer. Where our offer includes a grant (as opposed to time), we will ask customers to commit at least as much of their own resources.



For an informal chat with one of our advisors, contact:

Bob Davies

T: +44 (0) 2476 236 406

E: r.davies@coventry.ac.uk

or

Dean Stephenson

T: +44 (0) 7974 984 195

E: d.stephenson@coventry.ac.uk





Gateway to Worldwide Partners

Enterprise Centre
Coventry University Technology Park
Puma Way, Coventry CV1 2TT
Tel: +44 (0) 2476 236 406
+44 (0) 7974 984 195
Email: r.davies@coventry.ac.uk
d.stephenson@coventry.ac.uk

*If it's not direct export for trade ...
... it's IntaTrade*



THIS PROJECT IS BEING
PART FUNDED BY THE
EUROPEAN COMMUNITY
European Regional
Development Fund

