Trade Mission to Middle East
March 1 - 5, 2015

ACCELERATE YOUR EXPORT SALES!

Be a part of the VEDP’s Trade Mission to the Middle East and enjoy private, one-on-one meetings with prospective customers and partners. These well-planned visits are business meetings set up on your behalf, with your input, to save you time and maximize your results.

The Trade Mission will visit Saudi Arabia and the United Arab Emirates. VEDP is working with the U.S. Saudi-Arabian Business Council to prepare each company’s meeting itinerary in Saudi Arabia. In the United Arab Emirates, VEDP is working with Channels Business Solutions.

OUR PROFESSIONALS MAKE IT EASY AND EFFICIENT TO TRAVEL WITH A FAST-TRACK ITINERARY THAT SAVES TIME, MINIMIZES RISK AND PUTS YOU IN FRONT OF NEW CUSTOMERS AND PARTNERS.

DEFENSE OPPORTUNITIES IN SAUDI ARABIA

Saudi Arabia spent $67 billion on defense and security in 2013, placing it in fourth place for defense spending among nations worldwide. Saudi Arabia is heavily dependent on imports of products and services to meet its defense needs. Virginia companies offering solutions in the following areas are in high demand:

- Critical infrastructure and border security
- Defense information networks and C4ISR solutions
- Cyber security
- Construction, engineering, and architecture for secure facilities
- Specialized military equipment such as sensors, communication devices, and body armor

FOR MORE INFORMATION AND TO REGISTER, CONTACT:

JOHN ELINK-SCHUURMAN
INTERNATIONAL TRADE MANAGER
(703) 506-1031
JELINK-SCHUURMAN@YESVIRGINIA.ORG
OPPORTUNITIES IN THE UNITED ARAB EMIRATES

The United Arab Emirates has been the top U.S. export destination in the entire Middle East North Africa (MENA) region for the last four years. U.S. exports to the U.A.E. totaled close to $22 billion in 2012, increasing by about $6.7 billion over 2011’s number. This set a new record for the highest U.S. exports to the country in the history of U.S.-U.A.E. trade and commerce. Virginia companies will find potential business opportunities in the following industry sectors:

- Project Management and Engineering (Transportation, Infrastructure, Construction)
- Renewable Energy and Environmental Technologies
- Security and Defense
- Hospitality Developments
- Information Communication Technology
- Healthcare
- Education

TRADE MISSION DETAILS

Dates: March 1 - 5, 2015

Fee: $2,850*

*Does not include airfare, lodging and meals.

Deadline to Register: December 19, 2014

The goal of this Trade Mission is to help each participant grow their international business in the Middle East region through a customized meeting itinerary with prospective customers and partners.

For more information and to register, contact John Elink-Schuurman at (703) 506-1031 or JElink-Schuurman@YesVirginia.org

CLIENT TESTIMONIALS

“VEDP’s in-country partner was awesome, organized and professional in every way. They provided a great market overview at the beginning with sound advice. We gained access to government agencies that we could not have accessed on our own. This was extremely valuable. We now have several potential partners and a better assessment of demand for our services.”

- Company Participant, Trade Mission to Saudi Arabia, 2014

“The meetings were precise to our target market, giving us an opportunity to learn more about local market needs. We had direct access to key clients and generated many leads. Due to VEDP’s help, we made a sale to a new Saudi customer, which not only increased export revenue but also opened a new customer segment for additional future sales.”

- Company Participant, Trade Mission to Saudi Arabia, 2014