



Global Trade Hub
Transforming Trade &
Export Assistance



Exporting Made Easy

www.ocoglobal.com

Who we are

We are leaders and innovators in global expansion

OCO Global is a specialist trade & investment advisory and delivery firm.

With experience in the leading source and destination markets for exports and foreign direct investment, OCO is headquartered in Northern Ireland and has offices in London, Paris, Frankfurt, New York and Tokyo.

Our trusted delivery partner network extends throughout India, Brazil, Mexico, Colombia, Canada, China, Korea, the Benelux, Southern Europe and beyond.

We have been successfully developing and implementing international expansion, export and FDI strategies for leading companies and Economic Development Organizations (EDOs) since 2001, creating thousands of jobs and generating millions of dollars of revenue for our clients.

As the leading solutions provider for EDOs across the world, OCO Global is transforming the model for how EDOs support client export activity.

The OCO Global Trade Hub empowers EDOs and your local companies to provide export services through the entire trade cycle from initial market research through to local sales representation, across 4 continents on a fee for service basis.

The OCO Global Trade Hub offers every EDO the ability to secure a go-to place for its clients in 14 offices worldwide, with free temporary working space and access to a ready-made network of service providers, multipliers and industry associations. OCO will take care of your clients when they arrive in market.

OCO services qualify for STEP grant funding = EXPORTING MADE EASY

The challenges for global export assistance

- Increasingly global marketplace makes it challenging for an EDO to provide consistent and effective support across established and emerging economies
- Blurred lines between state and federal support and the resulting challenge of managing client satisfaction whilst relinquishing control of delivery
- Assisting client export activity AND challenging their international market strategy
- Providing continuity of support and services to clients as they move through the trade cycle from market validation to market entry
- Offering clients a local 'connection' point in export markets – somewhere to connect with market experts, to work from and to access ready-made networks, multipliers and service providers

Context for our services

A global marketplace where emerging economies are becoming as relevant as traditional ones

Global competition means cost of market entry is high

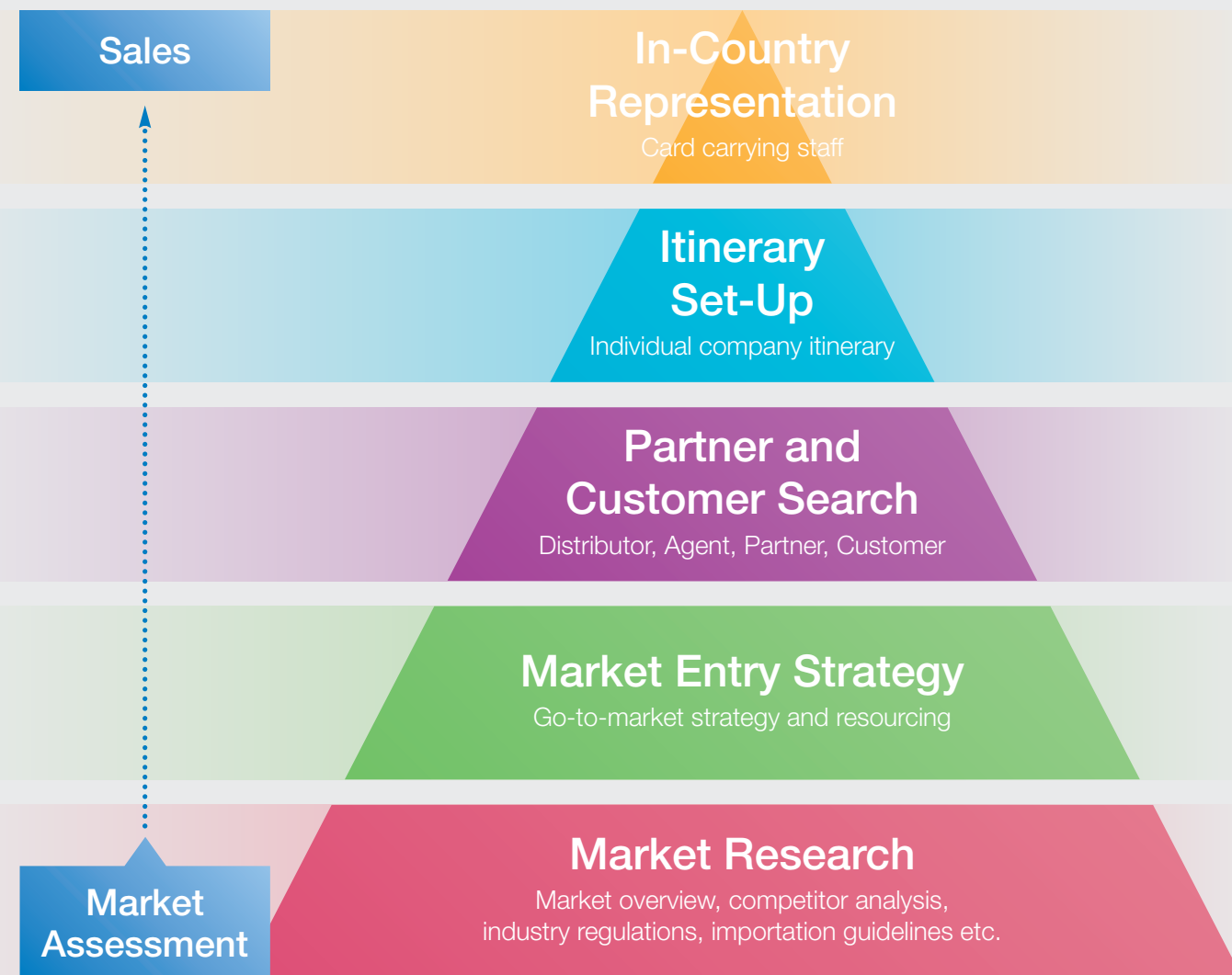
Language, culture, regulation and business connectivity demand local presence and expertise

A strong US economy and a global market emerging from recession

EDO budgets for export development are constrained

Additional support to State and Federal sources

OCO Global Export Services for Companies



1 Relationship | **4** Continents | **14** Offices

London	Paris	Frankfurt	Tokyo	Seoul	Shanghai	Taipei
Sao Paulo	Bogota	Mexico City	New York	San Francisco	Belfast	Pune

OCO Global Trade Hub


We will connect you with our trusted network of advisors including:

- Legal
- HR & Recruitment
- Accounting
- Commercial Real Estate Brokers
- Banking
- PR & Marketing



Pricing of client services

The following services are provided to companies on a pay-per-play basis, with a turnaround time of approximately 4 weeks.

OCO's export services qualify for STEP grant funding. 

Service	Description	Estimated Cost (US\$)
Market / Sector briefing	Overview of sector / market detailing size, key players, trends etc. Charged per sector / market;	1250
Agent / Distributor search	Basic search for distributors that meet high level criteria for the client	900
Advanced distributor search, qualification and recommendation	In addition to providing a list, OCO will call each distributor to further qualify their capability, eligibility and interest in distributing / representing clients products	1950
Client itinerary set-up	Typically two days of itinerary with 2-3 meetings per day with full briefing document and logistics information	2750+
Trade show attendance	OCO participation at industry event and support with meetings on your behalf. Charged per person per day	900+

Estimated costs outlined above are indicative only and a full written proposal will be provided following a review of requirements.

OCO Trade Hub offer to EDOs

The following service package is offered exclusively to EDOs to support their global export promotion activities.



Additional services for the EDO that are priced according to scope:	
Trade Mission Organization	Organization of logistics, meetings and events associated with a mission for Trade Promotion Agencies /EDOs
Client Export Readiness Workshops / Programs	OCO led seminar or program to help qualify, prepare and equip SMEs for first time export

OCO Credentials

- Over 500 trade projects resulting in \$Millions of revenue delivered for our clients by OCO
- Over 10 years' experience of delivering trade and investment representation services to US States across Europe, Asia and Latin America. An approved Business Service Provider of the US Commercial Service
- In the last 2 years alone, OCO has supported over 250 North American SMEs with market entry, distributor searches, international missions and trade shows
- A knowledge hub consisting of over 30 multilingual research analysts in Belfast that deliver market and sector reports for international government clients in countries such as the US, UK, Germany, France, Canada, Mexico and Japan
- An experienced export division headed by Colin McCullagh, former Director of Trade for Latin America for Enterprise Ireland. OCO Regional Directors are complimented by our partner network who have delivered over 900 export assistance and representation projects as well as over 100 trade missions

Regional Contacts



Colin McCullagh
UK and Latin America

Trade Promotion and Project Leadership



Laurent Sansoucy
France and Southern Europe

Export Advisory, FDI Strategy, Policy Investment Promotion and Export Advisory



Brian Shaw
Asia

Strategic Relationships, Market Entry and Representation for Asia



Alan Stevenson
USA

US Liaison for export success



Dr. Joachim Arnold
Germany and Mainland Europe

Export Advisory, Investment Attraction, Trade Promotion and Representation Services

www.ocoglobal.com

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LONDON
NEW YORK
PARIS
TOKYO
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To start offering your companies a first class export assistance service in the world's key trade markets, get in touch by contacting:

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Exporting made easy

