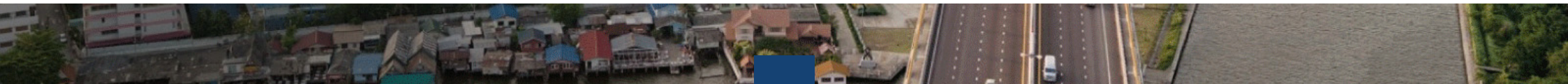




Netherlands Enterprise Agency – Tools for doing business abroad


Johannes Kirpestein, Business Development Coordinator for Central and Eastern Europe






How can we help you?

Knowledge & Information

Make use of our knowledge of the local situation and market trends and opportunities. 

- > [Customized country information \(LIOM\)](#)
- > [Starters International Business](#)
 - > [Coaching Vouchers](#)
 - > [Knowledge Vouchers](#)
 - > [Market Entry Vouchers](#)
 - > [Mission Vouchers](#)
 - > [Individual trade fair participation](#)
 - > [Kickstart Vouchers](#)

Network & Contacts

Find new contacts, partners and customers through our international network. 

- > Business Development Coordinators (BDC)
- > [Business Partner Support \(BPS\)](#)
- > [Orange Trade Mission Fund \(OHMF\)](#)
- > Missions ([our news letter](#))
- > [Enterprise Europe Network \(EEN\)](#)
- > [International organisations \(EU, EBRD\)](#)

Promotion of interests


On-site collaboration on local opportunities and solutions. 

- > [Partners for International Business \(PIB\)](#)
 - > [Netherlands Branding](#)
 - > Government to government (G2G)
 - > Knowledge to knowledge (K2K)

The Netherlands Enterprise Agency

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Funding

Find financing that matches your ambitions. 

- > [DHI subsidy scheme](#)
- > [Dutch Trade and Investment Fund \(DTIF\)](#)
- > [Partners for Water](#)
- > [SDG Partnership \(SDGP\)](#)
- > [Fonds Verantwoord Ondernemen \(FVO\)](#)
- > [Fund against Child Labour – FBK](#)



Starters International Business

- **Coaching vouchers**
Individual guidance on strategic action plan
- **Market entry vouchers**
Introductions to local networks, experts and support with setting up local presence
- **Knowledge vouchers**
Tax or legal support
- **Individual exhibition vouchers**
Individual exhibition participation
- **Mission vouchers**
Participation in trade mission / collective exhibition participation
- **Kickstart vouchers**
Hire expertise to mitigate negative impact of covid-19

Partners for International Business

- 3-year strategic program: PPP between NL Government and NL private sector
- To create market entrance and long term positioning of clusters of Dutch SME's in promising markets
- Collective entry and branding in promotion, events, fairs and trade missions & paid local liaison
- At least 5-8 active SME's
- Convincing Business Case
- rvo.nl/pib





DHI

Demonstration (D) Project

Get funding for demonstration of a product or technology

Demonstrate that technology, capital goods or services work, are effective and cost-effective in the local context

Feasibility Studies (H)

Receive funding for a feasibility study of a project

Demonstrate the technical and financial feasibility of Dutch products/services to potential foreign customers

Investment preparation studies (I)

research on the technical and financial feasibility of an

investment by a Dutch company in the target country

rvo.nl/dhi





Dutch Trade and Investment Fund (DTIF)

Invest, import or export on foreign markets?

- DTIF) provides loans, guarantees and export financing
- **Up to € 15 million** in financial support for each project
- **DTIF Investment:** through loans, guarantees and direct or indirect shares with a repayment obligation
- **DTIF Exports facility:** export credit insurance and funding (Atradius Dutch State Business serves as fund manager)
- Check the [regulation assistant tool](#) for the financing and insurance of international enterprise rvo.nl/dtif





Thank you for your attention!
Please contact me if you have any questions

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