



## **International Office Services**

### **Client/End-User Search**

In some markets, distribution networks may not yet exist for your product. The small size of a market, big distributor markups, or your firm's own internal structure may make selling directly to the end-user a preferred option. Our International Offices can conduct Client/End-User Searches when you want to sell direct to end-use customers or when you want to provide your distributor with customer lists. Our International Office can:

- Provide you with a list of companies and you market directly yourself.
- Develop a list of companies and send your brochure to them along with a translated cover letter.
- Develop a list, send your brochure and then call the companies back to see if there is interest in your product.
- Make appointments with customers.
- Any combination of the above.

Searches are priced per market and per product. In Europe all searches are conducted on a single country basis. Searches in China are conducted by region:

Northeast (Heilongjiang, Jilin, Liaoning provinces)

North (Beijing, Tianjin, Hebei, Shanxi, Inner Mongolia provinces)

East (Shanghai, Jiangsu, Zhejiang, Shandong, Anhui, Jiangxi, Fujian provinces)

South (Henan, Hubei, Hunan, Guangdong, Guangxi, Hainan provinces)

Southwest (Chongqing, Sichuan, Yunnan, Guizhou provinces)

Northwest (Tibet, Sha'anxi, Gansu, Ningxia, Qinghai, Xinjiang provinces)

**Client/End-User Search cost \$550 per search.** If you would like a Client/End-User Search within 90 days of the completion of a Market Overview Study or an Agent/Distributor Search in the same market, the cost is \$450 for the second service.

As a general rule, allow 4-6 weeks before the work can be started. From that start date, 6-8 weeks are needed to complete the project. This is a general estimate only. Some work may not require as much time and may be started sooner depending on the country and the workload. Others may take longer than noted depending on the difficulty of the project and available information sources.

The Department of Commerce subsidizes this research in international markets. The State of Wisconsin believes that the growth of exports is critical to businesses in the state. Therefore we have contracted with high quality consultants and through a contracting mechanism have been able to substantially reduce the cost of services to you.