



WORLD TRADE CENTER®  
DENVER

Mile High and Worldwide

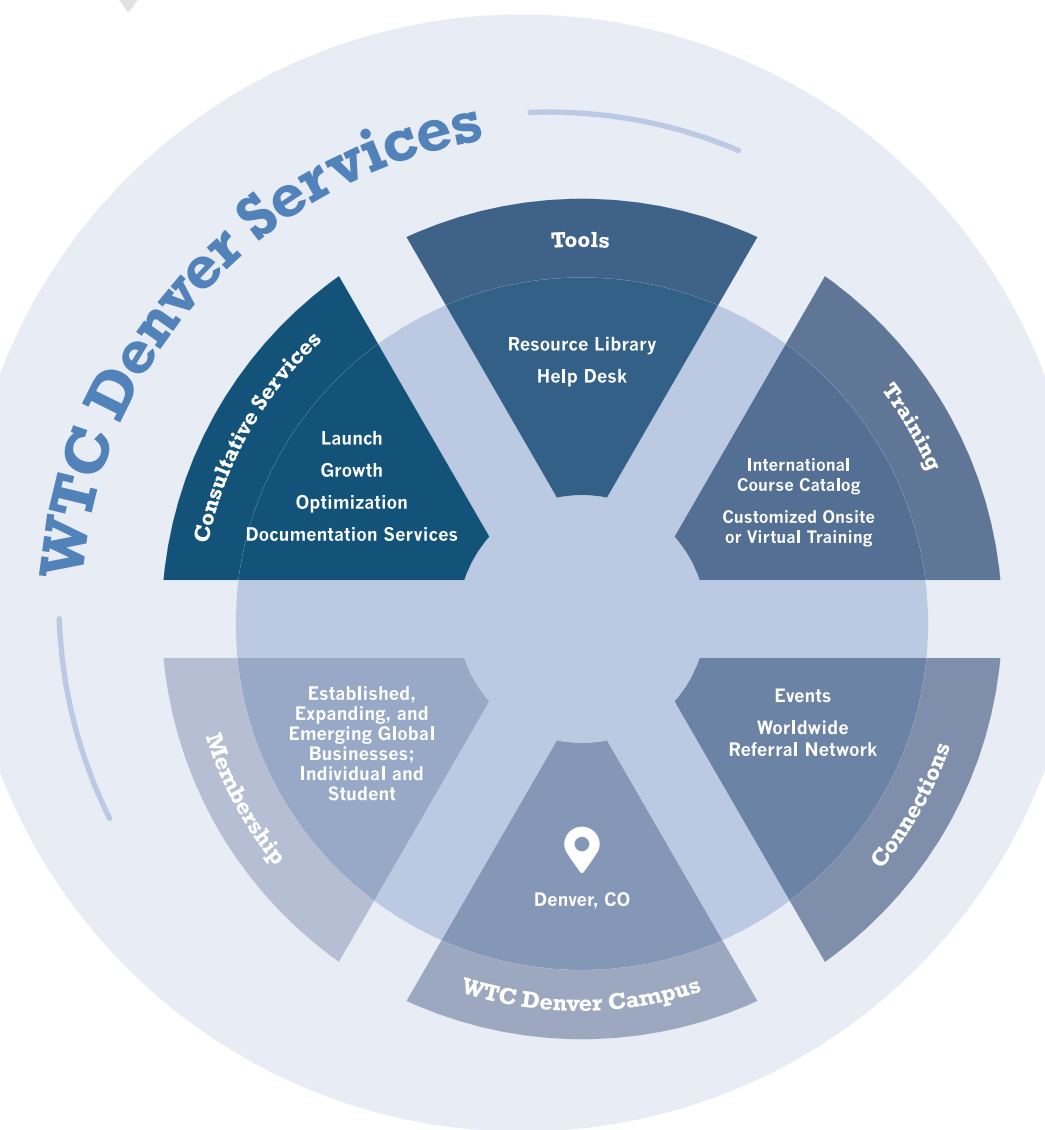
# COLORADO. STRONGER WHEN WE TRADE.



## • SERVICES •

Resources, tools and consultative services to  
strengthen your bottom line.

# You don't have to go global alone.



Through our services, we strive to improve understanding, increase revenues, lower risks and inspire confidence in global trade.

Networking events and international training courses are just the beginning. You can take advantage of extensive online resources, quick-answer Help Desk services and expert advisory consulting. Our goal is to help you choose markets strategically, mitigate risks and increase revenues and operational efficiencies as you expand globally.

No other organization can come close to the breadth and depth of unbiased international business expertise you will find at World Trade Center Denver.



# Consultative Services

International business development services from top-tier global trade experts.

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Getting good advice can mean the difference between success and failure in global trade. That's why we offer consulting services: to give you the best information, guidance and tools to move forward with confidence.

How do we know we're giving the best advice? Because our experts are practitioners who walk the walk. If our experts don't have an answer, they will know the people who do. We offer the highest level of unbiased global business expertise in the region. Period.

## **Launch Services:**

Ideal for companies with limited experience selling or buying internationally.

## **Growth Services:**


Recommended for companies seeking to grow their bottom line through international market expansion or enhance it in response to a merger or acquisition.

## **Optimization Services:**


For companies already well-established in multiple international markets who are seeking to improve practices, shore up a supply chain, going through a merger or acquisition, or in transition internally.

## **Documentation Services:**

Export documents are prepared and authenticated in a timely manner – an invaluable time-saver for all companies doing business internationally.



**Our expert advisors will guide you through the complexities of trade regulations, help you streamline global business strategies and optimize your international operations or supply chain.**



## Launch Services

Learn international business best practices and accelerate your company's global readiness. Launch Services provide valuable market insights as well as strategic frameworks for entering, sourcing or partnering in relevant markets.

### Ways we can help:

- Determine opportunity, competition and geopolitical risk factors
- Identify top markets and develop a strategic framework for entering them
- Assess sales channel, partner or source methods
- Provide guidance on customs, regulatory, trade compliance and documentation requirements

## Growth Services

Take advantage of expert guidance to grow your global business, whether you hope to improve sales in existing markets, expand into new markets, introduce new products or improve the outcome of an overseas merger or acquisition. Growth Services will help you eliminate process inefficiencies and develop strong global growth strategies.

### Ways we can help:

- Identify gaps in current resources and skill-sets
- Assess target markets and provide competitive intelligence
- Perform external stakeholder analysis and provide recommendations through our proprietary sourcing tools and global network
- Develop Standard Operating Procedures and global best practices
- Create pricing, payment and customs strategies

## Other Consulting Services

- International Gap Analysis
- Custom on-site/virtual training
- Inbound Entity Formation Advisory
- Market analysis webinar and report
- Compliance Manual creation or review
- Partner search

## Optimization Services

Elevate business workflows and streamline processes to the best practices of a global business. These actions become even more critical if your company has expanded internationally to multiple markets but hasn't operated with a global mindset. Whatever your current situation, Optimization Services will give you the expert guidance you need to make even stronger connections and better profits.

### Ways we can help:

- Due diligence and vetting of new and existing sources and partners
- Develop Compliance Manual based upon recommendations from our findings
- Assess target markets and provide competitive intelligence
- Perform stakeholder analysis and provide recommendations through our proprietary sourcing tools and global network
- Develop Standard Operating Procedures and global best practices
- Create pricing, payment and customs strategies
- Identify gaps in current resources and skill-sets
- Instill a global mindset across all operations
- Advisement on foreign entity formation

## Documentation Services

We take the stress out of international paperwork by authenticating or "chamberizing" commercial invoices, Certificates of Free Sale, Certificates of Origin and other trade documents. A huge time-saver, this unique service is always in high-demand by World Trade Center Denver members.

### Ways we can help:

- Form selection
- Notarization
- Authentication



# Tools

## Members-only resources and comprehensive global trade information you can trust.

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When it comes to global trade, nothing is more powerful than having the right connections and reliable information at your fingertips. As a valued World Trade Center Denver member, you can take advantage of a vast library of vetted online resources, powerful international databases and a comprehensive directory of fellow World Trade Center Denver members.

### Help Desk

Contact our Help Desk by phone or email for instant answers to your global trade questions. Examples of Help Desk questions include: What documents do I need to go along with my shipment? Do you know who I can contact about the best way to charge my foreign customer? Contact the Help Desk today: 1-833-ASK-WTCD (275-9823)

### Online Resource Library

Access international business information, directories and helpful links addressing topics such as compliance, Colorado-specific, country-specific, culture and travel, export, financial, government programs, import, legal, tariffs and taxation.


### Member Directory

Look up member contact information or find new business contacts by location or industry in this database encompassing over one million affiliated companies around the world. Meet freight forwarders, suppliers, industry connections, globally-minded professionals for hire or global companies with promising career opportunities.

### Trade Databases

Strengthen your understanding of global markets through the world's most comprehensive country-by-country international trade and statistical reporting databases. Discover where your competitors source from and other strategic insights.

**A to Z World Trade and Trade Data Monitor global databases: just two examples of authoritative informational resources at your disposal as a World Trade Center Denver member.**





# Training

**Roundtables, coursework, virtual learning and customized group training sessions to increase your global business savvy.**

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Strengthen your understanding of international business, global trade policy and government regulations. The WTC Denver Institute covers all the fundamentals plus advanced topics like compliance, Incoterms®, intellectual property laws, cross-cultural communications and more. Our expert-led courses, seminars and virtual sessions use proven approaches and real-world examples to show you how to successfully navigate the complexities of global business.

## **Certificate in International Trade**

Earn this valuable professional certificate through in-person training and online coursework you can complete on your own timeline.

## **In-person Training**

Attend local training events and roundtables led by industry experts. Ask questions specific to your situation and get direct answers.

## **Online Course Catalog**

Build your professional acumen online as you gain the knowledge and credentials you need to succeed in a globally competitive marketplace.

## **Customized Group Training**

Take advantage of private sessions at your location or ours, tailored to your group's unique international business training needs.

## **Internship Program**

Apply for a coveted World Trade Center Denver internship position and boost your international business skills while earning your Certificate in International Trade.





# Connections

A network that opens doors around the world, with one million affiliated companies in 100 countries.

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Exchange ideas and cultivate relationships with the largest concentration of globally minded professionals in the region. Our member events and worldwide referral network are powerful resources, whether you need domestic introductions or international connections.





# Campus

Headquarters for established global companies and an incubator for aspiring entrepreneurs.

Choose from co-working or independent office space and join a thriving ecosystem of like-minded businesses at our new campus in Denver's River North Art District. A vibrant international hub, it will include state-of-the-art conference and training facilities, a flagship hotel and globally-themed restaurants and retail stores. The campus will officially open for business in 2020.





# Membership

**Collaborate locally, connect strategically  
and thrive globally as a World Trade Center  
Denver member.**

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Whether you import, export, have global operations or support companies who do, there's a place for you here. In addition to training and networking events led by leaders in the global community, you can take advantage of vetted resources, tools, services and countless opportunities to play an important role in shaping Colorado's global future.







# Get a Free Consultation Today

1-833-ASK-WTCD (275-9823)

[askWTCD@wtcdenver.org](mailto:askWTCD@wtcdenver.org)

[wtcdenver.org/services](http://wtcdenver.org/services)

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