

Help available for you

Support from the British Chamber of Commerce Panama

The British Chamber of Commerce Panama was established in 2012 in order to increase the promotion of trade between the UK and Panama. Members of the Chamber own businesses from a wide range of sectors.

The Chamber works alongside the UK's Department for International Trade and the British Embassy Panama City to carry out various trade activities.

Their mission is to provide opportunities for businesses in both the UK and Panama through activities such as:

- providing connections between Panamanian and British businesses through networking events
- informing and educating members about different issues across multiple sectors through monthly lunches
- keeping members up to date on significant developments within the Panamanian and British markets
- the promoting of companies through newsletters, articles, and event sponsorships
- providing access to a variety of resources that help drive investment decisions

As well as these activities, there are a number of values that the Chamber takes pride in, including its:

- professionalism
- integrity and honesty
- inclusivity
- fairness and transparency
- co-operation

[Source – British Chamber of Commerce Panama]

Support from the UK Department for International Trade (DIT)

The UK Department for International Trade (DIT) provides tailored support packages for companies who are:

- first time exporters (FTEs)
- small and medium-sized enterprises (SMEs)
- medium-sized businesses (MSBs)

Business opportunities

If you are a UK-registered company, you can benefit from a unique programme, 'Exporting is GREAT', presenting real-time export opportunities that you can apply for online. This is part of the drive to significantly increase the number of UK companies exporting.

'Exporting is GREAT' is part of the UK Government's 'GREAT' campaign, and presents live export opportunities to UK businesses across a range of media outlets and digital channels. Hundreds of these export opportunities, with a potential total value of more than £300 million, are hosted on: <https://www.great.gov.uk/>.

'GREAT' has tailored support and advice for UK businesses on how to start exporting or increase the amount of goods and services they sell overseas.

You can:

- read guidance for new, occasional and frequent exporters
- find out about services offered by 'GREAT' partners
- use the selling online overseas tool at: <https://www.great.gov.uk/selling-online-overseas/> to find the best marketplaces to showcase your products online
- you can take advantage of special deals negotiated by the government for UK businesses, and find out more about the UK Government's E-Exporting Programme, at: <https://www.gov.uk/guidance/e-exporting>
- apply at: <https://www.great.gov.uk/export-opportunities/> for overseas export opportunities for your products or services
- create a business profile at: <https://www.great.gov.uk/find-a-buyer/>, which will allow you to promote your products and services to international buyers
- search for events, trade fairs, missions and webinars relevant to your sector or overseas markets, at: <https://www.events.great.gov.uk/ehome/index.php?eventid=200183029&>

- see upcoming DIT international ministerial visits, at: <https://www.events.great.gov.uk/ehome/index.php?eventid=200183333&>
- apply for a tradeshow access grant at: <https://www.gov.uk/guidance/tradeshow-access-programme-to-attend-an-overseas-event>
- contact a trade adviser in your area, at: <https://www.great.gov.uk/contact/office-finder/>

Getting local market help to sell overseas

DIT has trade specialists who can help you commission services from local experts overseas. This includes:

- country and sector advice
- local market research
- support during overseas visits
- identification of possible business partners
- preparation for exhibitions and events

To find out more about commissioning any of these services, contact a DIT Trade Adviser in your region at: <https://www.great.gov.uk/contact/triage/location/> for a free consultation, or see further details at: <https://www.gov.uk/government/organisations/department-for-international-trade/about-our-services>.

In-market support

If you already trade internationally, and have decided Panama is part of your business strategy, you are advised to contact DIT at the British Embassy Panama City prior to your visit to discuss your objectives and what help you may need. See: <https://www.gov.uk/world/organisations/department-for-international-trade-panama#contact-us>.

They can provide a range of Panama-specific services for you, including the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing interest from such contacts; and arranging in-market appointments. In addition, they can also organise events for you to meet contacts in Panama, or to promote your company and your products/services.

For further information about DIT services, see: <https://www.gov.uk/government/organisations/department-for-international-trade/about-our-services>.

[Source – DIT, gov.uk]

Support from the Institute of Export & International Trade (IOE&IT)

Raising the profile of international trade qualifications and experienced members is only part of how IOE&IT membership is essential for any individual or business involved with global trade.

Importantly, the IOE&IT also offer access to a unique range of benefits and services specific to international trade:

- Help with any export issues you come across. Our team of experts can help with questions on documentation, export controls, the UK Bribery Act, customs and VAT procedures, regulatory and compliance issues, insurance issues, payment terms, transport and logistics. Members get free access to our experts via a technical helpline. See: https://www.export.org.uk/page/Export_Helpline
- A voice for your ideas and concerns. We represent your point of view and feed back to government, HMRC and other influencing bodies on issues that impact you, plus participate in Institute responses to central government with regard to proposed legislative changes
- A complete range of international trade qualifications – for those that have no experience, up to those who wish to qualify themselves to take a business degree. The Institute's qualifications are widely recognised as providing both employers and employees with the necessary international business practice linked to satisfying career planning and development. See: <https://www.export.org.uk/page/qualifications>
- A range of short courses giving you the skills and expertise you need to gain a competitive advantage in the challenging and complex world of export, import and international trade. See: <https://www.export.org.uk/page/TrainingCourses>
- An extensive events programme to help you share information and connect at every level in the international trade community, whether it is sector-specific or regional. See: https://www.export.org.uk/events/event_list.asp
- Inclusion in surveys to research the attitudes and changes to world trade

For more information on how the IOE&IT can help you, or on becoming a member, contact the IOE&IT at: <https://www.export.org.uk/page/about>.

Open to Export

Open to Export is the IOE&IT's free online advice service for UK companies looking to grow internationally. It offers free information and support on anything to do with exporting and hosts online discussions via its forum, webinars and social media, where businesses can ask any export question and learn from each other. Open to Export can be accessed at: <http://opentoexport.com/>.

[Source – Institute of Export & International Trade]

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