

# How we Support Exporters

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## Department for International Trade (DIT UK) Structure

DIT has 9 teams based in the English regions.

- I work for the SW Team (HQ in Bristol), the largest geographical region in England as covers 7 counties North to Gloucestershire (where I'm based) South to Dorset and as far East to Lands End, Cornwall.
- We provide Export Support for DIT, there is a team of International Trade Advisors (ITA's) plus back up support staff in areas such as Policy and Digital specialists. Etc.
- We cover all Sectors and countries. We have Sector Leads on Advanced Engineering, Tech, Energy, Maritime, Healthcare and Professional Services.



Find local DIT export support in the English regions [Here](#)



## Co-investment for SMEs from DIT using European Regional Development Funding (ERDF)

### The fund



launched  
14<sup>th</sup> December 2020



provided by  
**Department for International Trade (DIT) and European Development Funding (ERDF)**

### Recipients



**SMEs<sup>1</sup> in England**

with



**International high growth potential**



**Product \ service suitable for export**



**£500k+ sales \ turnover** (*desirable*)

### Available funding



**Co-investment funding (£1k to £9k)**  
total varies between LEP<sup>2</sup> areas



**ERDF support allocated by LEPs**  
amount available reflects their contribution



**Available in all LEP areas**  
except Cornwall and Isles of Scilly

### How to apply

- 1** Contact [DIT's Regional Network](#)
- 2** Agree an export action plan
- 3** Application advice provided if appropriate

### Using the funding

**Eligible expenditure** – activity which hasn't yet started or been committed to

#### Third party advice to prepare for export

- market research
- market selection and entry advice
- advice on Intellectual Property Rights
- cross cultural negotiation support and standards
- translation and cultural advice
- international trade legal advice
- PR support
- international social media and search engine
- optimisation
- international marketing
- routes to market/agency advice
- overseas business environment
- due diligence

#### Ineligible expenditure

- production/operational costs
- direct subsidies
- routine expenditure
- capital costs
- salary/employment costs
- purchase of assets

**SME participation in Trade Fairs, Missions and market development visits may also be supported.**

<sup>1</sup>Small and Medium sized Enterprise (SME)

<sup>2</sup>Local Enterprise Partnership (LEP)