



U.S. Commercial Service Service Offerings

Leverage our global network and proven trade expertise to meet your exporting needs. Whether it is your first export sale, or expanding your business to additional markets, we offer the experience and services needed to grow your international sales of U.S. made products and services.

Market Intelligence

Customized Market Research

Customized Market Research answers questions about an overseas market including market trends and size, customary distribution and promotion practices, market entry requirements, regulations, product standards and registration, key competitors and potential agents, distributors, or strategic partners.

Initial Market Check

The Initial Market Check is an initial assessment of the market potential of a product or service in a targeted market. The service gauges the potential of a specific product or service in a market by gathering feedback from up to five industry participants and provides recommendations on whether to pursue the target market.

Matchmaking Services

International Partner Search

The International Partner Search provides U.S. firms with a list of up to five agents, distributors and partners that have expressed an interest in your product or service.

International Partner Search Plus Virtual Introductions

The International Partner Search Plus Virtual Introductions provides U.S. firms with a list of up to five agents, distributors and partners that have expressed an interest in your product or service, and includes virtual introductions via teleconference to the identified contacts.

Gold Key Service

The Gold Key Service provides U.S. firms traveling to a foreign market with up to five pre-screened appointments to establish relationships with potential overseas agents, distributors, sales representatives, business partners and other local entities in-country.



Find a Commercial Service Office Near You

The U.S. Commercial Service has locations in over 75 international markets & 100 U.S. cities.

[export.gov/locations](https://www.export.gov/locations)



Due Diligence on Foreign Parties

International Company Profile Full

The International Company Profile Full provides U.S. companies with in-depth background check information on a specific foreign company to help determine its suitability as a potential business partner. The service includes a site visit to the target foreign company and interviews with principals/references.

International Company Profile Partial

The International Company Profile Partial provides U.S. companies with basic background check information on a specific foreign company to help determine its suitability as a potential business partner.

In-Country Promotion of Products or Services

Single Company Promotion

The Single Company Promotion provides U.S. companies with promotional services to help increase the awareness of their product/service in a specific market. The promotional event may consist of a technical seminar, press conference, luncheon, dinner, or reception, with targeted direct mail or e-mail campaigns.

Featured U.S. Exporters Listing

Featured U.S. Exporters Listing provides U.S. companies with an opportunity to enhance their international marketing efforts through improved search engine optimization. A listing on the directory of an overseas CS office's local website gives U.S. exporters targeted overseas exposure to more effectively help them find foreign business partners in specific local markets. It allows local importers to find U.S. exporters interested in exporting to a specific local foreign market.

Trade Events

Trade Show Representation

The Trade Show Representation service provides U.S. companies and economic development organizations with the ability to increase their marketing exposure at an overseas trade show when they are unable to attend in-person. Multiple clients' products and services may be showcased by CS at the event.

Certified Trade Mission

A Certified Trade Mission provides an effective way for groups of U.S. companies to explore business opportunities in overseas markets. A mission can consist of the following activities: Market Briefing, Gold Key Service, and Reception/Site Visit/Technical Seminar. The trade mission organizer and CS determine which of these activities will be included for all participants.

Additional Services

Business Service Provider

The Business Service Provider (BSP) is an online program to help U.S. exporters identify professional export service providers to support them in the assessment, financing or completion of an export transaction.

Visit [export.gov/CSuserfees](https://www.export.gov/CSuserfees) for a full list of services and pricing.



U.S. Commercial Service FY 2018 User Fee Schedule

The following fees are effective 10/1/17.

EXPORT PROMOTION SERVICES ¹

Service/Event	Fee ²		
	Small Business ³ Per SBA's size standards	Medium Business Less than \$1B in revenue	Large Business ⁴ More than \$1B in revenue
Initial Market Check (Market Potential Assessment)	\$350	\$900	\$1,300
International Partner Search (Matchmaking Appointments)	\$750	\$1,400	\$2,800
International Partner Search + Virtual Introduction (Matchmaking Appointments)	\$900	\$1,750	\$3,400
Gold Key (Matchmaking Appointments)	\$950 + \$350 per day for more than 5 meetings	\$2,300 + \$1,000 per day for more than 5 meetings	\$3,400 + \$1,200 per day for more than 5 meetings
Single Company Promotion (Promotional Event)	20 to 40 hours of staff time: \$800 41 to 80 hours of staff time: \$1,500 81 to 110 hours of staff time: \$2,000 + any direct costs	20 to 40 hours of staff time: \$1,800 41 to 80 hours of staff time: \$2,000 81 to 110 hours of staff time: \$4,800 + any direct costs	20 to 40 hours of staff time: \$2,600 41 to 80 hours of staff time: \$4,500 81 to 110 hours of staff time: \$6,300 + any direct costs

¹ The following list of services is not comprehensive and is subject to change.

² Other direct costs not included in the service description must be assumed by the client, such as: translation, transportation, use of contractors, catering and venue rental.

³ Fees listed also apply to Economic Development Organizations and Non-profit Educational Institutions

⁴ Fees listed also apply to Foreign Companies (regardless of their size) that use US&FCS services, particularly the Business Service Provider listing.

International Company Profile Full Background Check/ Partial Background Check	\$700/\$350	\$1,200/\$850	\$2,000/\$1,100
Certified Trade Mission (Full Package: Market Briefing, Reception & Gold Key Service)	Full Package: \$1,200 Reception & GKS: \$1,100 Market Briefing & GKS: \$1,000 Market Briefing & Reception: \$250 Market Briefing: \$100 Reception: \$200 Site Visit: \$200 + any direct costs	Full Package: \$2,800 Reception & GKS: \$2,700 Market Briefing & GKS: \$2,400 Market Briefing & Reception: \$500 Market Briefing: \$200 Reception: \$350 Site Visit: \$350 + any direct costs	Full Package: \$4,000 Reception and GKS: \$3,900 Market Briefing & GKS: \$3,500 Market Briefing & Reception: \$600 Market Briefing: \$300 Reception: \$450 Site Visit: \$450 + any direct costs
Trade Show Representation	\$400 + any direct costs	\$950 + any direct costs	\$1,350 + any direct costs
Featured U.S. Exporter Listing (5 Markets)	\$150 +\$30 for additional market listing + \$50 for translation if needed Annual renewal: \$75	\$350 +\$50 for additional market listing + \$50 for translation if needed Annual renewal: \$175	\$500 +\$70 for additional market listing + \$50 for translation if needed Annual renewal: \$250
Business Service Provider Listing (1 Category)	\$150 + \$30 for additional category listing + \$50 for translation if needed Annual renewal: \$75	\$250 + \$50 for additional category listing + \$50 for translation if needed Annual renewal: \$125	\$350 + \$70 for additional category listing + \$50 for translation if needed Annual renewal: \$175
Other Services & Events	\$30 per staff hour + any direct costs	\$70 per staff hour + any direct costs	\$90 per staff hour + any direct costs