

CHINA OFFICE TRADE ASSISTANCE PROGRAM



The Iowa Economic Development Authority's (IEDA) office in China is operated by Phoenix Consulting LLC. A range of services is offered to assist companies at various levels of marketing experience. Any of these services can be combined to help companies successfully develop or expand markets in China.

China Market Inquiry (CMI) - No Charge

Often times a company has general questions about the China market to help them focus on a product, region or specific market. The CMI offers companies the opportunity to have general research completed on up to five questions. The overall purpose is to assist companies in focusing their China Market Research Study (CMRS).

China Market Research Study (CMRS) – Fee \$1,000*

A detailed market research study will be completed based upon the information provided and direct communication with our China office. The detailed study will assist companies in determining how to proceed in the China market. With the market study, companies will also receive an additional 10 hours of pre/post CMRS assistance at no additional cost.

China Business Meeting Interpretation Services (CBMIS) – Fee \$200/day*

IEDA staff can assist companies at business meetings, provide non-technical translation service and help in understanding the business culture. This service allows companies to set up its business meeting itinerary.

China Itinerary Assistance (Business Meetings/Travel Assistance) - Fee \$100/day*

IEDA will work with companies to arrange business meeting(s) and assist with hotel reservations. Companies will provide all business contact information and other information necessary for IEDA to successfully provide a working itinerary for the company's trip.

China Trade Show Assistance (CTSA) – Fee will vary by amount of service requested*

This service can consist of pre-show assistance, on-site, non-technical translation assistance or follow-up assistance. *[Minimum fee will be \$300/day for on-site trade show assistance.]*

*All services are at the cost shown plus additional out-of-pocket travel expenses which may include transportation, hotel, meals, materials, etc.

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