







## International Partner Search

Identifies potential international prospects to partner with exporting U.S. companies.



# International Partner Search

## About

### International Partner Search

Provides U.S. companies with a list of up to five partners/distributors that have expressed an interest in the client's goods/services. The service includes identification and outreach to potential matching firms, sending clients' information to identified matching firms, preparing a profile of interested firms, and providing a report with the profile and contact information for interested firms.

### International Partner Search Plus Virtual Introductions

Provides the same as the International Partner Search service listed above, but also includes virtual introductions via conference calls with up to five of the contacts identified. Additional fees apply if more than 5 introductions are arranged with the identified partners.

## Eligibility and Pricing

You must be an export-ready U.S. company seeking to export goods or services of U.S. origin or that have at least 51% U.S. content to utilize this service.

- The fee for an International Partner Search is \$750 for small companies<sup>1</sup>, \$1,750 for medium companies<sup>2</sup>, and \$2,250 for large companies<sup>3</sup>.
- The fee for an International Partner Search Plus Virtual Introductions is \$900 for small companies<sup>1</sup> (+ \$30 per introduction beyond 5), \$2,100 for medium companies<sup>2</sup> (+ \$70 per introduction beyond 5) and \$2,700 for large companies<sup>3</sup> (+ \$90 per introduction beyond 5).

[Find Your Local Office](#)

## Footnote

<sup>1</sup> Must qualify as a "small business" under the [Small Business Administration's size standards](#), which vary by North American Industry Classification System (NAICS) code. Fees listed also apply to U.S. Economic Development Organizations (EDO) and Non-profit Educational Institutions that purchase ITA services for their own use. For example, when an EDO requests a Gold Key Service (GKS) to promote itself as a tourist destination, it will be charged the small company fee. If, however, an EDO requests a (GKS) to promote a U.S. company's goods/services, the size of the company will be used to determine the fee.

<sup>2</sup> Must have less than \$1B in annual revenue (including affiliates: parent, child, subsidiaries, divisions, etc.) to qualify.

<sup>3</sup> All U.S. businesses that do not qualify as a small or medium enterprise.