



The Varanda Network

Invest. Trade. Partner.

The Varanda Network is a private-sector economic development team of experts, working with you as a "One-Stop-Shop" for your end-to-end growth solutions

Driving your business to success

Over 50 years of combined experience working in global and domestic markets in both public and private sectors

Specialized in connecting our clients to a network of value-added partners globally across industry, academia, and government, with business relationships in over 50 countries

Experts in assisting companies succeed in global initiatives, providing personalized and customized service within a quick turn-around time

TRADE & EXPORT DEVELOPMENT

The Varanda Network assists clients who are planning new market entry or an expanded footprint and market reach in global markets

We work with your company one-on-one to:

- Review your company's business plan to ensure **Export Readiness**
- Develop an effective **Export Marketing Plan** to position your company for global growth
- Provide you with market intelligence needed to implement a successful **Market Entry Strategy**
- Navigate through government grants and funds to maximize on available **Financial Assistance**
- Identify relevant **Trade Missions** and **Trade Shows** for expedited access to your target market
- Lead your company on geographic market visits with our **Trade Partners**
- Arrange **B2B Matchmaking** to locate buyers, distributors or other Trade Partners
- Conduct **Lead Generation** and **International Business Development** in-market
- Facilitate **Export Training** for in-market development through webinars and other export events
- Host site visits for **Incoming Buyers**