ABOUT
NI CHAMBER
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AWARD WINNING & QUALITY ASSURED
Northern Ireland Chamber of Commerce and Industry (NI Chamber) is an award winning, quality assured, customer focused membership organisation.

230 YEARS COMMITMENT
Over 230 years commitment to the Northern Ireland economy.

WELL-KNOWN NETWORK
Well-known network for business with a membership of 1,200 businesses representing over 100,000 employees.

100% FUNDED BY MEMBERS
Funded entirely by the private sector through memberships, partnerships and sponsorships.

WWW.NORTHERNIRELANDCHAMBER.COM
OVER 120 CORPORATE MEMBERS
For leading local and multi-national companies driving development of the economy.
OVER 150 GROWTH MEMBERS
Designed for ambitious companies seeking growth, locally and internationally.
EVENTS & NETWORKING
PROFILE ENHANCEMENT
INFLUENCING POLICY
BUSINESS SUPPORT

WWW.NORTHERNIRELANDCHAMBER.COM
BUSINESS SUPPORT

OBJECTIVE: Increase our impact on business growth and export activity in Northern Ireland by providing tailored business support initiatives and services.

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EXPORT MATTERS STRATEGY 2016

Enabling the conditions for increasing external sales and exports in Northern Ireland – DETI, March 2016

Export Pathway

- Non-Exporter
- First Time Exporter
- Inexperienced Exporter
- Experienced Exporter
- Maximising Exporter

NI Chamber was identified as a key partner of the Export Matters Action Plan alongside Invest NI, Local Councils and InterTradeIreland.
SUPPORT PROVIDED

Connecting For Growth
Meet the Buyer

Export First
Inspiration & Shared Learning

Growth & Export Conference
Learning, Networks, Inspiration

International Trade
Training

Logistics & Documentation

Near Market Trade Visits
Opportunities

Scaling For Growth
Capacity Building

Network Connections

Northern Ireland Chamber of Commerce and Industry

SME PARTNER

power ni
your kind of energy
INSPIRATION & SHARED LEARNING

SHARING THE SUCCESS STORIES OF EXPERIENCED EXPORTERS

- Access to leading business people.
- Learn how they have grown their businesses in international markets.
- Obtain advice on all aspects of commercial development through export.
- Apply lessons learned to own international strategy.
- Meet and do business with like minded peers.
MEET THE BUYER

CREATING BUSINESS OPPORTUNITIES THROUGH MEET THE BUYER EVENTS WITH CROSS BORDER FOCUS

- Large scale meet the buyer style events and a cross border networking event.

- Programme participation includes:
  - One to one pre-arranged appointments – pitching to large buying companies across a range of sectors.
  - Advice from key experts on a range of business themes, delivered in bite size sessions.
  - Facilitated networking, increasing cross border business opportunities
NEAR MARKET TRADE VISITS

EXPLORE NEW MARKETS, BUILD NETWORKS AND CREATE NEW BUSINESS OPPORTUNITIES

- Great Britain (GB) represents the first step to doing business outside Northern Ireland.

- Near market trade visits aim to help local firms exploit the opportunities in larger GB cities.

- Utilising networks to create business links and share information.

- Visits in 2017:
  - London March
  - Birmingham October
SCALING FOR GROWTH

IMPROVE SCALE AND DRIVE EXCELLENCE FOR BUSINESS GROWTH

- The initiative involves:
  - Tailored one to one support
  - ‘Get to know you’ meeting
  - Personalised action plan
  - Peer coach, experienced connections
  - Project specific support
  - Themed workshops
SALES STRATEGY DEVELOPMENT

ENHANCE SALES AND NETWORKING SKILLS

- Includes:
  - Leadership Networking event
  - Two Day Sales Excellence Training
  - Two Day Sales Strategy Training

- Training partner: William J Clinton Leadership Institute
EXPORT DOCUMENTATION SERVICE & LOGISTICS CAPABILITY TRAINING

EXPORT DOCUMENTATION & TRAINING SUPPORT

- 25 years experience in certification of documents
- Supporting manufacturing exporters develop capability across topics such as:
  - Export Process and Documentation
  - Letters of Credit and Overseas Payments
  - Managing Risk of Trade Overseas
HIGH LEVEL OUTPUTS YEAR ONE

1272 Attendees

697 Unique Businesses

Programme Evaluation:
THANK YOU / QUESTIONS?