

# ABOUT NI CHAMBER



Northern Ireland  
Chamber of Commerce  
and Industry

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# ABOUT NI CHAMBER



## **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.

NI CHAMBER MEMBERS

## OVER 120 CORPORATE MEMBERS

For leading local and multi-national companies driving development of the economy.



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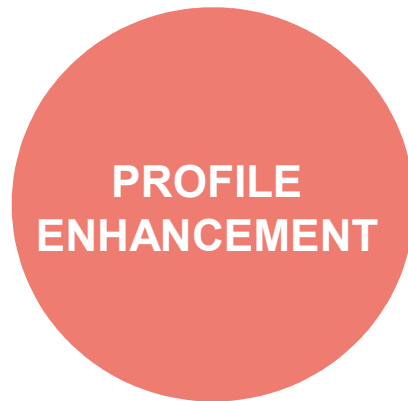
NI CHAMBER MEMBERS

## OVER 150 GROWTH MEMBERS

Designed for ambitious companies seeking growth, locally and internationally.



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# BUSINESS SUPPORT

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

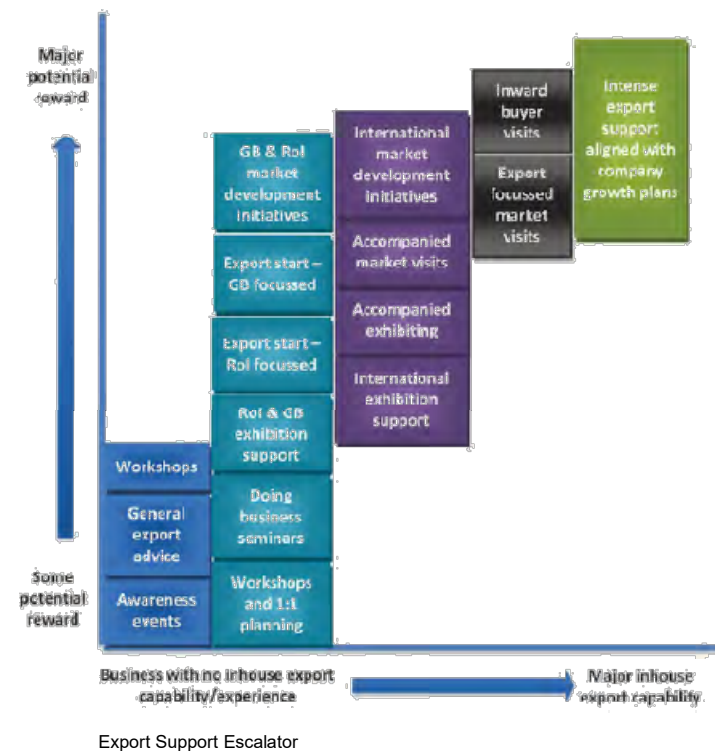
# EXPORT MATTERS STRATEGY 2016

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.



A man with a mustache and goggles is swimming underwater in a pool. The water is dark blue, and the pool floor is visible with lane lines. The man is looking towards the camera, and his hands are extended forward. The text 'LEARN GROW EXCEL' is overlaid on the right side of the image.

LEARN  
GROW  
EXCEL



# SUPPORT PROVIDED



**Connecting For Growth**  
Meet the Buyer



**Developing Your Growth Potential**  
Sales & Networks



**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





# 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.



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Danske Bank



# 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



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Bank of Ireland  UK



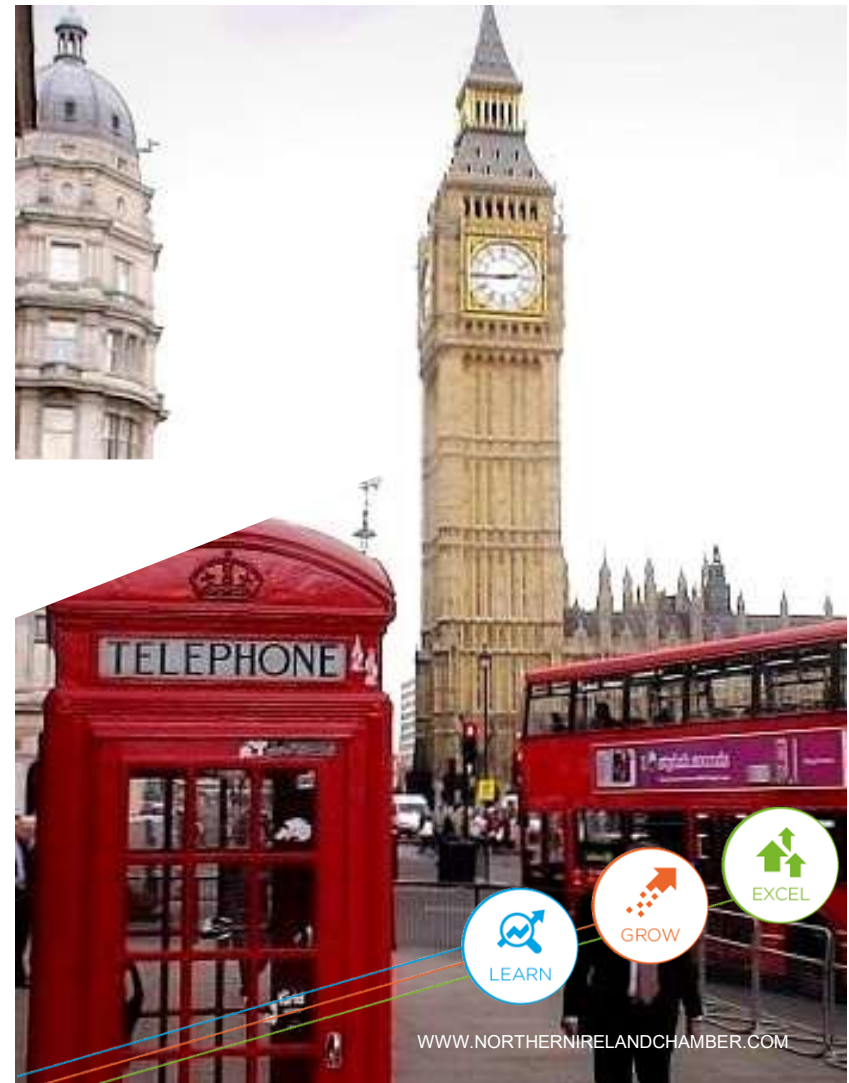
# NEAR MARKET TRADE VISITS

## 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



 **Ulster Bank**



# 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



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# 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



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# 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



LE  
GR  
EX

1272  
Attendees

697 Unique  
Businesses

Programme  
Evaluation:



**THANK YOU /  
QUESTIONS?**



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