

# Working with the Department for International Trade (DIT)

March 2018



Department for  
International Trade





# Working with Department for International Trade

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The Department for International Trade is the specialist Government department that supports:

- Foreign companies seeking to set up or expand in the UK, and
- UK-based companies to trade internationally.

The Department for International Trade provides a fully integrated advisory service, delivering the latest business intelligence through a global network of commercial teams worldwide.

The Department for International Trade works in close partnership with investment and economic development agencies in England, Scotland, Wales and Northern Ireland to help overseas companies to maximise their business objectives in the UK.

The Department for International Trade provides dedicated, professional assistance on all aspects of locating a new business in the UK or expanding existing facilities. Our services include:

- Providing bespoke information on key commercial considerations such as company registration, financing, labour and skills, research and development, real estate, transport, utilities and regulatory issues;
- Providing comprehensive regional and local location analysis to help overseas companies choose the right place to set up;
- Making introductions to sector networks such as industry leaders, chambers of commerce, service providers, universities and centres of R&D excellence;
- Assisting overseas entrepreneurs to develop innovative UK business opportunities through our Global Entrepreneur Programme, and;
- Continued support through our Investor Development network which offers assistance to companies once they have established a presence in the UK.

An aerial photograph of the Gherkin skyscraper in London, showing its distinctive glass and steel structure. The building is surrounded by other city buildings, including a large white building with a flat roof to the right and several smaller buildings to the left. The sky is clear and blue.

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## How DIT can help you

The Department for International Trade (DIT) will provide you with dedicated, professional assistance on locating and expanding your business in the UK.

DIT and our regional partners offer free, confidential and tailored support in a number of key areas:

- Links with centres of excellence (e.g. universities);
- Information on tax, regulatory and business planning issues;
- Information on financial incentives;
- Information on staff recruitment, retention and training programmes;
- Assistance with immigration issues.

## Site and property search

DIT can provide comprehensive regional and local location analysis to assist you in finding the ideal location and site for your business.

## Visiting the UK

DIT can arrange a visit programme for you to meet with key individuals, visit prospective properties and understand the UK offer.

## Not sure which country is best for business?

Comparing the benefits of location in different countries is complicated. DIT explain the business environment in competitor countries and provide the detailed factual information and market insights that let you draw meaningful conclusions about the UK's competitiveness.

## Already decided to bring your business to the UK?

DIT help you to set up business quickly and efficiently, saving valuable time and money by guiding you through essential steps such as choosing the right region, finding premises, recruiting staff and connecting with the value chain. We have specialists covering all the industry sectors, as well as key issues such as visas, taxation, skills, planning permission and financial analysis.

## Already established here, but looking to expand your business?

DIT can help you develop the necessary relationships to expand your business in the UK and export your business into European and global markets. This could include: connecting you with innovation support for new products and services; using our overseas network to increase your exports; or helping you access the finance to support your expansion plans.

# GREAT

BRITAIN & NORTHERN IRELAND



To find out more about the  
Department for International Trade  
and the support they can provide:  
<https://invest.great.gov.uk/int/>





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## Client focused services

DIT may be big, but a dedicated account manager will act as a single point of contact and the gateway to a large network of specialist advisors and policy influencers.

## Business sector knowledge

Whatever industry you work in, DIT has people who have worked in your industry and understand it. The sector specialists at DIT know the market opportunities and have contacts to help you succeed.

## UK business environment

Specialists work on every aspect of the policies and procedures that affect business – such as tax, planning, permission, employment law, visas and grant opportunities – providing access to straightforward advice when it is needed.

## Influential network

With DIT operating in 107 markets round the world, easy access to a pool of expertise in the UK and foreign markets is provided. DIT advisors and account managers throughout the UK offer expertise on every aspect of setting up and expanding a business. Through embassies, high commissions and trade and investment offices, DIT has a dedicated representation at the major economic organisations, including the EU, World Bank, IMF and United Nations.

## Building key contacts

DIT will make the introductions you need to ensure your business start-up is as quick and efficient as possible. DIT can assist you in making introductions to service providers, local, regional and national government and trade organisations.

## Long-term investment

It's not just about bringing business to the UK. DIT's services are based on building an understanding of long-term strategic objectives and helping investors achieve them. Once established the benefits from all the services and support that UK businesses get can be applied to succeed in overseas markets.

## Aftercare

DIT provide an on-going support function once established in the UK, Working with Business Growth Hubs across the UK, we are concerned with Government policy, commercial, and technology issues, which are affecting or may affect your business success.

## Maximising your global potential

Once you are established in the UK, DIT can help your company to take advantage of new business opportunities and branch out to new locations – both in the UK and overseas.



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## Most frequent investment services provided:

- **Accessing market opportunities** – Assessing and quantifying market opportunities in the UK in order to target the right channels for growth.
- **Relationship Building** – Introducing new people and organisations and take a business forward, including industry leaders, service suppliers and centres of research and development excellence.
- **Setting up in the UK** – DIT provide help with registering businesses and offer advice on the type of structure to suit the company's needs.
- **Finding/Expanding UK base** – With access to detailed regional and local information we can help you identify the right location for a business, and even organise visits in order to compare different options. Advice can also be given on planning procedures for new buildings.
- **Tax support** – A detailed explanation of the UK tax system and how this affects businesses is provided, and how to benefit from the various incentives and allowances on offer. DITs tax specialists can also help to compare the tax regimes in different countries.
- **Visa applications** – The UK visa system and how it works will be explained by visa specialists, and will provide information and guidance on the different visas available, whether you are an investor, entrepreneur, business visitor or company employee.
- **Recruiting skilled staff** – DIT will advise on the most effective recruitment routes, using knowledge of recruitment agencies and contacts with top universities. Directions to government programmes and funding that support workforce training will be given, and can help to maintain long-term competitiveness.
- **Accessing finance** – Guidance will be available through the many options for raising finance in the UK, including banks, business angels (high net worth individuals who provide capital for businesses), private equity and venture capital and stock exchange listing.





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- Links with centres of excellence (e.g. universities)
- Information on tax, regulatory and business planning issues
- Information on financial incentives if applicable
- Information on staff recruitment
- Site and Property search assistance
- Building key contacts- we can provide introductions to service providers, local, regional and national government and trade organisations.
- Aftercare through on-going support
- Maximising your global potential- Once you are established in the UK, we can help your company to take advantage of new business opportunities and branch out to new locations – both in the UK and overseas.



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