

## **Questionnaire for PBSC – Export Support Services**

In November 2021, the UK Government launched a refreshed [Export Strategy](#) in which boosting trade in services were identified as a priority given the UK's strengths in the services sector and the future global growth of services.

DIT are seeking PBSC members views on how government and the sector itself can best encourage and support more UK services businesses to internationalise and, in particular, the types of export services which would provide the most benefit to those PBS firms seeking to expand their export opportunities.

**Deadline – 9 September 2022 & return to [anthony.gerrard@trade.gov.uk](mailto:anthony.gerrard@trade.gov.uk)**

**Name:**

**Institution:**

1. How could the Government's [Export Strategy](#) - encourage more services companies to export and enable more services companies to do business internationally or win international business and grow overseas sales in professional and business services (PBS) ?
2. What in your view is currently preventing PBS firms from exporting more? (Can you cite any examples?)
3. On a scale of 1-10 rate, where 1 is not relevant and 10 is very relevant, the importance of the following types of export support services currently provided by DIT for professional and business services:
  - a. Providing country guides and overviews of overseas markets
  - b. Detailed information about new Free Trade Agreements
  - c. Financial support for developing and implementing your international strategy
  - d. Joining trade missions to overseas markets – missions for PBS firms or missions for other sectors (for example infrastructure, food and drink, automotive)
  - e. Promotional campaigns such as the Made in Britain: Sold to the World campaign – to encourage businesses to start and grow their exports
  - f. Digital resources offer at [www.great.gov.uk](http://www.great.gov.uk) providing tools and advice to internationalise
  - g. Online webinars on specific opportunities in overseas regions and trade support available to PBS firms
  - h. International Trade Advisers providing face-to-face advice and support
  - i. Export Academy providing free on-line training on specific aspects of exporting to help firms to become export ready
  - j. In-market support to make connections with business and professional bodies, to meet buyers and identify potential delivery partners
  - k. Overseas market research and assessment to assess overseas market opportunities
  - l. Local events in the UK to highlight overseas opportunities and showcase how PBS firms have grown their international business
  - m. Other, if so please specify

4. How frequently do you use official guidance provided by the UK government on international trade? How do you think it could be improved?
5. Given the PBS sector's pivotal role providing specialist advice and support to businesses to export how could the sector and Government partner together to help to embed an export culture in business and increase exports in all sectors and regions of the UK?
6. One of the commonly-used mechanisms for providing in-country information for UK exporters and connecting with potential business opportunities is the network of commercial and trade teams based in the UK's Embassies and Consulates around the world. Have you used information provided by the UK's overseas diplomatic network? Yes/No. If so, how useful was it? Is there specific support to services companies which would help their market entry?
7. Which overseas markets do you see potential for growth and is this for any particular sector?
8. Are you interested in overseas opportunities in other key growth opportunities (for example net zero, sustainability)? If so, which?
9. Have opportunities to deliver PBS services digitally from the UK increased through the pandemic, and if so, do you see that trend continuing?