

Please stand by, the conference will begin shortly
You can ask questions during the presentation in the Q&A Box



U.S.
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United States of America
Department of Commerce




*Trade
America*

The World Is Open
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Market Your Products & Services in the Caribbean Region

June 26, 2020



Western Hemisphere



Deal Team



WORLD TRADE CENTER®
DELAWARE





Webinar Agenda

- 1:00 PM** **General introductions and moderator**
(EST) **Carla Stone**, President – World Trade Center Delaware
- 1:10 PM** **Exporting to the Caribbean**
 Bryan Larson, Regional Senior Commercial Officer for the Caribbean – U.S. Embassy Santo Domingo, Dominican Republic
- 1:25 PM** **U.S. Commercial Service Overview & Resources**
 Nasim Sadr-Fala, International Trade Specialist, U.S. Commercial Service Philadelphia, PA
- 1:35 PM** **Introduction to Port to Port International Services**
 Anabel Panayotti, President - Port to Port International
- 1:40 PM** **Introduction to Port of Wilmington services**
 David Harris, VP GT USA/Port of Wilmington
- 1:45 PM** **Questions and Answers**
- 2:00 PM** **End of Session**



Infrastructure Projects in Latin America Webinar Series

The U.S. Commercial Service has organized an Infrastructure Webinar Series focused on upcoming infrastructure projects in Latin America announced by different governments in the region to stimulate their economies. These projects represent a fantastic opportunity for U.S. Companies in different sectors including, but not limited to, architectures services, engineering services, construction equipment, building products, airports, ports, transportation, housing, environmental technologies.

Webinar Series Schedule (all at 1:00 p.m. EST):

1. Panama – April 14, 2020 - Upcoming Infrastructure Projects in Panama
2. Mexico – April 28, 2020 - Infrastructure Sector Business Opportunities in Mexico
3. Argentina/Uruguay/Paraguay – May 20, 2020 - [Infrastructure Sector Business Opportunities in Argentina, Uruguay, and Paraguay](#)
4. Peru – May 26, 2020 - [Infrastructure Sector Business Opportunities in Peru](#)
5. Caribbean Region – June 3, 2020 - [Upcoming Infrastructure Projects in Caribbean Region](#)
6. Chile – June 9, 2020 - [Electromobility/Infrastructure Business Opportunities in Chile](#)
7. Ecuador – June 19, 2020 - [Infrastructure Sector Business Opportunities in Ecuador](#)
8. Chile – June 30, 2020 - [Chile Infrastructure for Aviation/Airport Equipment Sectors](#)
9. Central America – July 7, 2020 - Infrastructure Sector Business Opportunities in Central America



Energy Projects in the Western Hemisphere Webinar Series

The U.S. Commercial Service has organized a Webinar Series focused on upcoming Energy projects in Latin America announced by different governments in the Region to stimulate their economies. These projects represent a fantastic opportunity for U.S. companies in different areas of the energy sector, including generation, distribution, maintenance, modernization, efficiencies, and more. You will hear from U.S. Commercial Diplomats, local Government Officials and private sector experts to help you craft a market entry strategy.

Webinar Series Schedule (all at 1:00 p.m. EST) unless otherwise specified:

1. Colombia – May 6, 2020: Energy Opportunities in Colombia
2. Caribbean Region – June 10, 2020: Upcoming Energy Projects in the Caribbean Region
3. Brazil – June 17, 2020: Brazil's Energy Sector Overview and Opportunities
4. Canada – June 23, 2020 at 11:00 AM Eastern: Canada Power Generation Sector – Civil Nuclear Webinar
5. Jamaica – June 24, 2020: Energy Sector Business Opportunities in Jamaica
6. Panama – July 1, 2020: Upcoming Energy Projects in Remote Indigenous Communities in Panama
7. Central America – August 5, 2020: Upcoming Energy Projects in Central America
8. Argentina – TBD: Upcoming Energy Projects in Argentina



Defense and Security Projects in Latin America **Webinar Series**

The U.S. Commercial Service has organized a Webinar Series focused on upcoming Defense and Security opportunities in Latin America announced by different governments in the region to stimulate their economies. These projects represent a fantastic opportunity for U.S. Companies in different security and defense-related sub-sectors, including biometrics, access control, command center software, video security analytics, fire/rescue, body-worn and in-car cameras, GPS and RFID technology, personal security and protection products, metal detectors, perimeter security, drones, border security, seaport and airport security, tactical aerial, marine and land vehicles, tactical gear, and cyber intelligence.

Webinar Series Schedule (all at 1:00 p.m. EST):

- 1. Central America – April 21, 2020 Defense and Security Opportunities in the Central American Region**
- 2. Mexico – May 19, 2020 Defense and Security Opportunities in Mexico**
- 3. Brazil – May 22, 2020 (Space-Focused) Alcantara Launch Center Business Opportunities in Brazil**
- 4. Caribbean Region – July 8, 2020 Defense and Security Opportunities in the Caribbean Region**



ICT/Cybersecurity Opportunities in Latin America Webinar Series

The U.S. Commercial Service has organized a webinar series focused on upcoming ICT/cybersecurity opportunities in Latin America. Learn about which governments are modernizing their ICT infrastructure, creating digital agendas, or prioritizing their cybersecurity needs. These webinars present a fantastic opportunity for U.S. companies to learn about the specific opportunities in Latin America from experts in that market.

Webinar Series Schedule (all at 1:00 p.m. EST):

1. May 27, 2020 - Opportunities in the ICT Sector in Argentina, Paraguay and Uruguay
2. June 2, 2020 - Upcoming ICT Sector Opportunities in Colombia
3. June 18, 2020 - Panama: Digital Hub of the Americas and a Gateway of Opportunities for U.S. Companies
4. June 25, 2020 - The ICT Ecosystem in Ecuador - Challenges and Opportunities
5. July, 2, 2020 - [Opportunities in the Cybersecurity Sector in Peru](#)
6. July 9, 2020 - [ICT opportunities in Chile: Digital economy, Cybersecurity and more](#)

For more information: Contact Melissa McInnis at Melissa.McInnis@trade.gov









WOMEN'S GLOBAL TRADE EMPOWERMENT

Expanding Trade in North America & Beyond

Six-part digital series begins July 28

The U.S. Commercial Service invites Women Entrepreneurs to join us for a **FREE six-part digital series** to acquire skills and tools to boldly expand sales into new markets in Canada, Mexico and beyond! You'll learn how you can benefit from the newly implemented United States-Mexico-Canada Agreement (USMCA) while also building a winning export strategy and developing valuable business connections.

**Registrants from certain industries have the option to delve deeper into the forum topics and access additional services for a nominal fee. Please [visit the website](#) for more details on this option. [Sponsorship opportunities](#) also available.*

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|  JULY 28: USMCA & Future of Trade in North America |  SEPT. 1: How to Make USMCA Work for You - Customs & Rules of Origin |
|  AUG. 11: Financing the Deal and Getting Paid |  SEPT. 10: Legal Strategies for Success |
|  AUG. 25: Thriving in the Digital Trade Economy under USMCA |  SEPT. 22: Protecting Your Most Important Asset - Your IP |

Learn more and register today at <http://tiny.cc/wgtef>.

Learn More & Reserve Your Spot

International Trade Administration



Security Mission for Economic Prosperity in El Salvador, Guatemala, and Honduras

October 25-30, 2020

The United States Department of Commerce, International Trade Administration is organizing a business development Trade Mission to El Salvador, Guatemala, and Honduras, October 25-30, 2020 focused on opportunities in Regional Security, Digital/Cyber Security, and Infrastructure Security. The purpose of the mission is to leverage the regional political and economic climate and include both Deal Team and the America Crece Initiatives to advance the U.S. Administration's goals of reducing the flow of migration from Central America through regional economic growth and job creation.

Targeted U.S. Products/Services:

Cybersecurity and cyber intelligence, video surveillance systems, intrusion detection/burglar alarms, electronic access control systems, personal security and protection products, road and border security, seaport and airport security, biometrics, command center software, video security analytics, field response, and real-time intelligence, fire/rescue, body-worn and in-car cameras, mobile forensic software, tracking devices, GPS and RFID technology, metal detectors, perimeter security, armored vehicles, and drones.

Register Your Interest Here

For more information contact April.Redmon@trade.gov



Horizontal Trade Mission to the Caribbean Region in Conjunction With the Trade Americas—Business Opportunities in the Caribbean Region Conference

November 15-20, 2020

Virtual B2B Meetings - July-October, 2020

The **Opportunities in the Caribbean Region Trade Mission** includes a Caribbean Region focused business conference consisting of regional sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region. The trade mission will give participants the opportunity to conduct business-to-business meetings with firms in the Dominican Republic, Guyana, Haiti, Jamaica, The Bahamas, Barbados and Eastern Caribbean, Suriname or Trinidad and Tobago.

Saturday, November 14, 2020	Travel Day/Arrival in Barbados. <i>Optional Local Tour/Activities.</i>
Sunday, November 15, 2020	Barbados. Afternoon: Registration, Briefing and U.S. Embassy Officer Consultations. Evening: Networking Reception.
Monday, November 16, 2020	Barbados. Morning: Registration and Trade Americas—U.S.-Caribbean Business Conference. Afternoon: U.S. Embassy Officer Consultations. Evening: Networking Reception.
Optional	
Tuesday, November 17, 2020	Barbados/Eastern Caribbean Region Business-to-Business Meetings or Travel day.
November 18-20, 2020	Travel day or Business-to-Business Meetings in: Option (A) Dominican Republic. Option (B) Guyana. Option (C) Haiti. Option (D) Jamaica. Option (E) Suriname. Option (F) The Bahamas. Option (H) Trinidad & Tobago.

REGISTER YOUR INTEREST TODAY!
SPACE IS VERY LIMITED

[Register Your Interest Here](#)

For more information contact
Delia.Valdivia@trade.gov



Trade Mission and Conference Official Sponsors and Supporting Organizations



Explore New Opportunities with the

U.S. Cyber-Security Business Development Mission to South America

March 1-5, 2021

The United States Department of Commerce, International Trade Administration (ITA), is organizing a Cybersecurity Business Development Mission to **Santiago, Chile; Montevideo, Uruguay; and Lima, Peru**, March 1-5, 2021, along with an optional stop in **Buenos Aires, Argentina** on March 8, 2021. The objective of the mission is to introduce U.S. firms and organizations to South America's information and communication technology (ICT), security, and critical infrastructure protection markets.

Targeted U.S. Cyber Security Solutions:

The mission is designed for U.S. firms and organizations who play a part in the industry, especially those with products in the following categories:

- Digital Infrastructure
- Emergency management technology equipment and services
- Information technology and big data security and management service (e.g. electronic health records, billing information, etc.)
- Cyber security software and equipment
- Cyber Security Training Software and Services
- Critical infrastructure protection systems and management solutions
- Data loss and privacy protection technologies
- Endpoint protection and threat response solutions
- Fraud and identity theft
- Mobile and application security
- Vulnerability assessment and remediation solutions

Register Your Interest Here

For more information contact Gemal.Brangman@trade.gov

U.S. Commercial Service – Virtual Services

Ready to export? We are ready to help! Take advantage of our menu of virtual export promotion services.



Our network of experienced officers and specialists in the Western Hemisphere welcomes connecting with you via email, conference calls, or video conference to discuss your international business plans and answer any question you might have.

<https://www.trade.gov/virtual-services>

If you have follow-up questions about any market opportunity or issues you might be having in a market in the Western Hemisphere region, please complete this form below. We will connect you with the right person at post to answer your questions.

[Western Hemisphere Webinar Series](#)
[Follow-up Questions and Requests](#)