

How to export around the clock

12 key steps to expanding your business globally

More than 63% of British small and medium-sized enterprises (SMEs) are exporting and making a significant contribution to rising international trade¹. However, the exporting journey may seem daunting at first. So, to help, we've compiled a list of 12 tips for successful international expansion.

1

PICK YOUR MARKETS

Develop a localised strategy and business plan that will drive local success.

2

USE THE INTERNET TO YOUR ADVANTAGE

Use free online resources to check specific export requirements and adjust your strategy accordingly.

3

RESEARCH IS KEY

Do your research ahead of branching out into new markets – it will pay dividends in the long run.

4

WORK OUT HOW YOU WILL SHIP YOUR PRODUCTS

Prompt and reliable delivery around the clock is crucial. Using a globally established logistics provider will help you succeed.

5

WEIGH YOUR SHIPMENT CORRECTLY

Whether you're using domestic or international services, make sure you calculate the correct billable weight.

6

CHOOSE THE RIGHT SERVICE FOR YOUR BUSINESS

There is no 'one size fits all' when it comes to shipping strategy, but there are features you can introduce that will make everyone happy, e.g. next day or overnight delivery.

7

PREPARE YOUR INTERNATIONAL ORDERS WITH CARE

Ensure you have the relevant commercial invoices, packing lists, shipping notes, certificates of origin and commercial licenses.

8

PACK YOUR SHIPMENT CORRECTLY

Ensure any specific requirements in your destination countries are met to make sure goods arrive in the best possible condition.

9

ENABLE TRACKING

To keep tabs on your shipments, nickname packages and create personal watch lists.

10

ASK QUESTIONS

Save time and ensure peace of mind.

11

GO ABOVE AND BEYOND

Your customer's shipment may require additional security, temperature control or compliance documentation. Consider industry-specific solutions.

12

GROW YOUR INTERNATIONAL PRESENCE

Make sure you're prepared to go global. In today's connected world, achieving success may be much easier than you think!

