



**INTERNATIONAL
TRADE CENTER**

TEXAS INTERNATIONAL
BUSINESS ACCELERATOR

TEXAS INTERNATIONAL BUSINESS ACCELERATOR (TIBA)



WHO WE ARE



Texas International Business Accelerator (TIBA)

- The Texas International Business Accelerator (TIBA) program was created in 2011 as an initiative of the UTSA SBDC International Trade Center
- Focused on promoting FDI – Foreign Direct Investment
- Assists foreign small companies that want to start or expand operations in the State of Texas
- Funded by SBA – *Small Business Administration*, the State of Texas, and UTSA – *The University of Texas at San Antonio*

Mission: We foster small business success in the State of Texas

TIBA VALUE PROPOSITION



TIBA Value Proposition

1. High level of **technical expertise in foreign direct investment**
2. **Long term support** during all investment cycles: planning+initiating+expanding
3. **No-cost** for advising and business development services; **Low-cost** specialized research services
4. **Time-effective solutions** which are secure, easy, and provide a less risky path to initiate or expand a business in Texas
5. **Robust institutionalality** due to the prestige of stakeholders and funding partners
6. Part of **Texas South-West SBDC Network** which has been in operation for 30+ years

OUR CLIENTS



Our Clients

Target Clients: Foreign small businesses and investors interested in initiating or expanding operations in Texas

- **Foreign small businesses and investors** with operations in their country of origin who want to expand their business in Texas
- **Foreign small businesses and investors** who want to start a company in Texas and obtain an immigration status through an E2, L1, EB5, or National Interest Waiver visa



Clear business idea, a substantial investment, high-impact Texas sectors, growth potential

OUR SERVICES



Our Services

PLANNING



Specialized Research

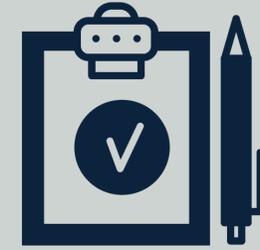
Development of investment business plans and market analysis to help make ***strategic decisions*** and obtain or maintain an ***immigration status***

+INITIATING+GROWING



Personalized Advising in FDI

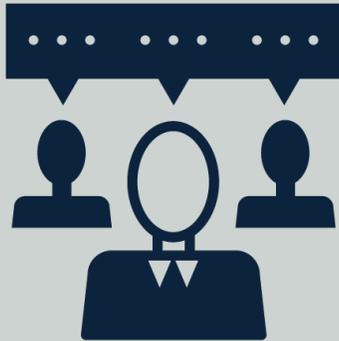
Advising in foreign direct investment for small business that want to start or expand their operations in the State of Texas



Business Development Services

Services focused on ***facilitating the startup or expansion of business operations*** in the State of Texas

Our Services



Specialized Research

- Investment Business Plans
- Market Analysis
- Business Cases

Business solutions used to make ***strategic decisions*** and obtain or maintain an ***immigration status*** through E2, L1, EB5, National Interest Waiver visas

Our Services



Personalized Advising in FDI

Start Smart

Identification of Investment Opportunity Sectors

General State and City Information

- Texas value proposition (macroeconomics, competitiveness, workforce, demographics, infrastructure, connectivity, quality of life)
- Legal aspects (state/city regulations and tax/non-tax incentives)

Sector Information

- Sector characterization, legal aspects, and incentives
- Availability of workforce by sector
- Operational costs (salaries, logistics, land/offices/warehouses rent or purchase, public services)
- Success stories

Personalized Information

- Company requirements based on their business model and needs

Our Services



Business Development Services

Connect with strategic private and public allies:

- Centers specializing in international trade, government contracting, technology commercialization, and minorities
- State and local organizations
- Universities and training/research centers
- Business associations and organizations
- Professional service providers such as attorneys, accountants, recruiters, real estate and insurance agents, etc.
- Traditional financing and funding sources
- Angels networks and venture capital
- Search for potential allies, suppliers, and clients



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Thank you

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