TEXAS INTERNATIONAL BUSINESS ACCELERATOR (TIBA)
WHO WE ARE
The Texas International Business Accelerator (TIBA) program was created in 2011 as an initiative of the UTSA SBDC International Trade Center. It focuses on promoting Foreign Direct Investment (FDI) and assists foreign small companies that want to start or expand operations in the State of Texas. The program is funded by the Small Business Administration (SBA), the State of Texas, and The University of Texas at San Antonio (UTSA).

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

- Investment Business Plans
- Market Analysis
- Business Cases

Specialized Research

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

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

Personalized Advising in FDI
Our 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
Thank you

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