

An aerial photograph of a large shipping port at sunset. The foreground and middle ground are filled with rows of colorful shipping containers (red, blue, green, orange) stacked on the ground. In the background, several large yellow gantry cranes are visible, along with a large cargo ship docked at a pier. The city skyline of a coastal city is visible in the distance under a hazy, golden sky.

CVEN

International Trade Specialists

YOUR ROADMAP INTO EXPORT

Exporting?
Our team is highly
experienced with a
range of specialist
skills that will get
you where you
need to go.



CVEN



Our clients say:

"CVEN has a can do attitude. They get in and get the job done - they don't just talk theory"

We're proud of that

CVEN

WE'RE DIFFERENT WE EXPORT



We deal with Customs authorities, negotiate with procurement managers and research the pricing structures of competitors - just so we are better at arguing with procurement managers.



We work with some of Australia's newest exporters to our largest national brands. Everyday we build leads, negotiate contracts, collate documentation and send things overseas.



162: That's the number of shipments we coordinated together with our clients last year. It translates into a lot of documents, hours of negotiations and millions of dollars in trade.



The pathways we build for clients and the models we use are the direct result of our international trade experience – **Over 20 years and 32 countries.**

You don't have to
do everything.
Run your business
while our team get
to work.

Fast track
your exports.



CVEN



Over 20 years of practical experience awards you a wealth of information you won't get from seminars or workshops.

CVEN



LARGE OR SMALL

We work with businesses at all stages of their export growth.

SMALL ENTERPRISE

- Help me with my first order
- Explain the documents and create the templates
- Show me the right process for my business
- Help me overcome a small problem

MEDIUM ENTERPRISE

- Market access & compliance
- Competitive data, pricing and supply models
- Market intelligence
- Up-skilling existing staff
- Help us to improve our processes



Our export
projects give you
options so you
can identify which
services you need
to get you where
you need to go.

CVEN

CUSTOMISED PROJECTS TO LEVERAGE OUR EXPERIENCE & BUILD YOURS



Do a little or a lot.

We offer the flexibility and **practical experience** to address your distinct export challenges.

9 EXPORT PROJECTS TO SET YOU ON YOUR WAY

PROJECT

WHY YOU NEED IT

WHAT WE PROVIDE



EXPORT MANUAL

To have confidence in export you need a specific understanding of the steps involved.

An export manual specific to your business systems.



EXPORT DOCUMENT TEMPLATES

The number one reason cargo is refused entry is due to non-compliant documentation. Get it right the first time.

Templates and instruction.



PRODUCT SPECIFICATIONS

Specification sheets, pack-out details and product submission forms are demanded by experienced buyers and used to evaluate you as a potential supplier.

Product specification package.



FOREIGN MARKET REVIEW

Other countries are different. Before you start doing business in one, you need to understand the market and where it's heading. You should know who the key players are and who you should be talking to.

Market review and insights.



COMPLIANCE ASSESSMENT

Not all products can be sold to all markets. Countries enforce different manufacturing standards, restrict the use of certain ingredients and demand a range of certifications that can make entry very complicated.

Compliance pathways.

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WHY YOU NEED IT

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COMPETITIVE ANALYSIS

The most important questions exporters should seek to understand are: What are your competitors saying? How are they saying it? Where do they sell and at what price?

Insights into your competition.



PRICING MODEL

Confidence in pricing is number one. If you're not confident, buyers drive the negotiation. You need to understand all of the costs which impact your business operation and your roles and responsibilities under the terms of sale.

Price and cost models.



LOGISTICS AND DISTRIBUTION

From e-commerce and third party logistics to direct export or consolidations, each model has distinct advantages. Being able to articulate these options can be incredibly helpful when negotiating with an overseas buyer.

Various entry models.



BUSINESS-TO-BUSINESS MARKETING

In contrast with domestic communication materials, export marketing is often targeted to a buyer with specific needs and distribution requirements. Realign your marketing message to leverage opportunities.

Export company profile and promotional material.



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Level 8, Suite 828, 1 Queens Rd,
Melbourne, VIC, Australia 3004

+61 3 9918 6719

info@cven.com.au

www.cven.com.au