



GROWTH THROUGH PARTNERSHIP



CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

Saskatchewan exporters have a lot to offer the world.

Saskatchewan Trade and Export Partnership (STEP) champions the province's export industry and assists provincial businesses in realizing global marketing opportunities. We are a member-driven, non-profit corporation dedicated to increasing Saskatchewan's export activities while raising awareness of our province's distinct products and services.

Linking Saskatchewan suppliers with the global marketplace – STEP is your direct connection to expertise, markets, and global networks. We offer our members a variety of services and programs that can help diversify customer bases and grow business.

OUR SERVICES

STEP works in partnership with Saskatchewan businesses to maximize commercial success in global ventures. Our team of professionals delivers custom export solutions to member companies across the province. STEP provides the following services and programs to exporting members:

Trade Development

Provide advice and guidance on opportunities in the market and work with companies on outgoing and incoming trade missions.

Market Intelligence

Provide customized market intelligence for member products or services in markets of interest to members.

Qualified Trade Leads

Provide qualified trade leads to companies for members to pursue.

Education & Networking Events

Provide ongoing export training sessions and networking events at member benefit rates.

Marketing & Promotion

Enhanced directory search capabilities on STEP corporate website and a suite of marketing materials/directories to raise company profiles.

**Our mandate is to increase
Saskatchewan's exports
to existing markets and
to tap into new markets
by initiating relationships,
opportunities and sales for
Saskatchewan exporters.**

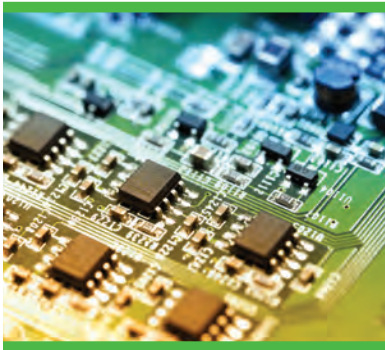


MADE IN SASK

STEP members are recognized globally as reputable suppliers of high quality products and services with proven capabilities in a wide array of sectors.

Advanced Technology

Saskatchewan expertise in software development, multimedia, satellite technology, distance education, telecommunications and computer systems is in demand the world over.



Areas of specialization include:

*Computer Hardware • Geomatics •
Information Technology •
Instrumentation*

Agricultural Biotechnology

Saskatchewan is recognized as one of the top agricultural biotechnology research centres in the world and is home to almost one-third of Canada's industry. Some of the most advanced bio-processing facilities in the country are located in Saskatchewan, which is home to world-class public and private biotech companies. Our plant and animal research is extending the productivity and purity of agricultural products and supporting new advancements in life sciences and bio-products. Areas of specialization include:

*Animal Genetics • Bio-Energy •
Bio-Products • Functional Foods •
Natural Health Products • Plant
Genetics • Research & Development*



Agriculture & Food (Value-Added)

We have raw products, organic food, nutraceutical, value-added products and world-class processing capabilities. In Saskatchewan, berries become irresistible chocolates, barley becomes breakfast cereal, and flax becomes a nutritional supplement and food ingredient. Varied agricultural/ food value-added products include:

*Agri-value Processing • Feed and
Feed Ingredients • Fertilizers • Food
& Beverage • Functional & Natural
Foods • Health Products • Grains &
Oilseeds • Livestock • Organics •
Pet Food Ingredients • Pulses &
Special Crops • Seeds & Plant Nutrition*



Agricultural Equipment & Manufacturing

Companies on the leading edge of agricultural equipment research and design have grown throughout Saskatchewan's long history in agriculture. Our companies provide high-quality products that utilize the latest technologies from tillage to seed drills to grain handling and livestock equipment. Areas of specialization include:

Agriculture Equipment • Bio-Fuels & Additives • Contract Metal Fabrication • Livestock & Grain Handling Equipment • Original Equipment Manufacturers (OEM) • Seed & Planting Equipment • Tillage & Land Equipment



Education, Training & Research

Saskatchewan's educational and training institutions are innovative and successful. They develop results-oriented programs and export educational expertise across the globe. Saskatchewan is home to strong emerging science and innovation centres of excellence in such fields as petroleum, life science, and the environment. Areas of specialization include:

Business Resource Materials • Business Training • Industry Services • Post Secondary Institutions • Research Services

Energy & Mining/ Environmental Industries

Saskatchewan is a global leader in the production of potash, uranium, oil and gas. Our companies also have products, services, and technologies to meet the needs of companies in the energy and mining sectors. Leading-edge technologies for alternative energies have been developed, implemented, and shared around the world.



Saskatchewan companies have developed creative solutions for everything from wastewater management, to monitoring equipment, to software. Our innovative products and services help global consumers respond to issues of human health, quality of life, and environmental management.

Areas of specialization include:

Consulting Services • Engineering & Environmental Services • Oil & Gas Equipment and Services • Mining Services & Equipment • Waste Water Management

Manufacturing & Consumer Products

Our companies manufacture and export high quality, affordable products. Housing materials, electronics, recreational equipment, rescue vehicles, construction equipment, textiles and giftware are just a few of the diversified products made in Saskatchewan including:

Building Products, Construction & Accessories • Consumer & Electrical Goods • Contract Metal Fabrication • Trailers & Accessories • Wood Products

Professional Services

Saskatchewan's professional firms provide innovative engineering, marketing, corporate communications, management, immigration consulting, and other services to a growing global market. Areas of specialization include:

Business Development & Management • Corporate Finance • Customs Brokers • Marketing & Promotion • Transportation & Logistics



CONNECTING BUYERS WITH SUPPLIERS

STEP links buyers all around the world with Saskatchewan suppliers. Our specialty is building effective business relationships that allow for the global delivery of Saskatchewan's high quality products and services.

If your company is looking for reputable suppliers, STEP can help by:

- ✓ Providing information on Saskatchewan products and services
- ✓ Introducing you to potential suppliers by arranging business development programs
- ✓ Facilitating one-on-one meetings with suppliers in a wide cross section of industries
- ✓ Providing industry contacts, market trends, and industry information



TOP 10 REASONS TO JOIN STEP

- 1 Added Capacity** - Use STEP as your marketing and promotion team
- 2 Business Opportunities** - Access to trade leads and incoming buyers
- 3 Cost Savings** - Reduced costs on marketing activities and access to funding programs
- 4 Credibility** - Align with proven provincial, national, and international recognition
- 5 Expertise** - Direct assistance to knowledge and advice on markets
- 6 Information** - Tailored market reports and custom market intelligence
- 7 Network Development** - Access to international contacts around the world
- 8 Risk Mitigation** - Access to services and solutions that can reduce the risk of entering new markets or working with new customers
- 9 Training** - Workshops, seminars, and presentations on a variety of topics
- 10 Visibility** - STEP markets member capabilities and services throughout the world through various targeted marketing mediums

TAKE THE FIRST STEP

Thinking of becoming a member? Interested in tracking down a potential supplier or partner? Wondering where STEP is headed?

Find out everything you need to know by visiting us online at

www.sasktrade.sk.ca



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