

2016 Hannover Messe Trade Fair (HM16)

Step-by-Step Instructions to use the Industry Focused Promotion (IFP) Platform

NOTE: This guidance is for foreign companies, investors and other parties that wish to connect to U.S. states, localities, economic development organizations (EDOs) and other organizations that will be exhibiting in the 36,000 sq. ft. U.S. Investment Pavilion at the 2016 Hannover Messe Trade Fair. If you have questions or difficulties, please contact your local U.S. Embassy/Consulate contact or email SUSA.HM2016@trade.gov.

- 1) Visit the IFP Website at <https://emenuapps.ita.doc.gov/ePublic/ifp-reg/701>
- 2) You will be connected to the homepage, which looks like this:
- 3) Select which of the 19 Industry Sectors correspond to your business or are of interest. You may choose more than one sector, but please be discriminating.

U.S. COMMERCIAL SERVICE
United States of America
Department of Commerce

Industry Focused Promotion

Industry Focused Promotion (IFP) Trade Leads

Hannover Messe 2016 - U.S. Investment Pavilion Directory

U.S. Investment Pavilion Exhibitors (i.e. Economic Development Organizations, Service Providers, etc.) at Hannover Messe 2016 in Hannover, Germany on April 25-29 are looking for interested investors from around the world. We can help you connect with them. Select the U.S. Investment Exhibitors that you are interested in, provide your contact information below and we will immediately e-mail you direct contact information (contact name, personal e-mail, phone, fax, detailed product description, etc.) for the U.S. Investment Exhibitors you checked. Your contact information will also be automatically passed on to the U.S. Investment Exhibitors you have selected. We can also facilitate an introduction to these U.S. Investment Exhibitors.

This program is designed to generate relevant investment leads for the U.S. Investment Pavilion Exhibitors it features, based on their organization descriptions and objectives. In order to help us ensure the highest level of service to you and all participating organizations, we ask that you please be discriminating when making your selection. Thank you.

1. [Adhesive/Bonding/Locking](#)
2. [Additive Manufacturing and Semi-conductor Manufacturing](#)
3. [Advanced Materials / Lightweight](#)
4. [Advanced Transportation / Transportation Infrastructure](#)
5. [Automation Technology and IT](#)
6. [Digital Factory](#)
7. [Energy](#)
8. [Energy/Generation/Electricity](#)
9. [Energy Storage](#)
10. [Industrial Automation](#)
11. [Industrial Supply](#)
12. [Parts and Components](#)
13. [Production Automation](#)
14. [Process and Energy Automation](#)
15. [Production and Process Automation](#)
16. [Research and Technology](#)
17. [Service Providers](#)
18. [Software / Cloud Computing](#)
19. [Water](#)

Industry Sectors:

- Aerospace
- Agricultural
- Automotive
- Books
- Chemical Engineering
- Composites
- Construction
- Cosmetics
- Defense
- Electronics
- Energy
- Environmental Technologies
- Food Processing
- Franchising
- Garments
- General Industry
- Green Building
- HVAC
- Healthcare
- Hotel & Restaurant
- Household
- ICT

4) After selecting your Industry Sector, you are redirected to a page that lists the U.S. state and local economic development organizations (and service providers) that selected the same industry. The screen-shot below gives an example.

A World of Opportunity— All at One Trade Show

April 25-29, 2016 | Hannover, Germany

(FOR NON-U.S. COMPANIES):

CONNECT WITH U.S. ECONOMIC DEVELOPMENT ORGANIZATIONS SEEKING INTERNATIONAL PARTNERS/INVESTORS AT HANNOVER MESSE 2016

Are you looking to invest in the United States or partner with a U.S. Organization exhibiting at Hannover Messe 2016? Let the U.S. Commercial Service help you find the best potential U.S. partner to meet your needs.

We can arrange virtual, pre-show introductions to the organizations listed below -- simply select the U.S. organizations that interest you and receive their contact information and have yours sent to them. Choose to have the U.S. Commercial Service make the introductions or meet these companies independently.

This program is designed to generate relevant business leads for the U.S. organizations it features, based on their descriptions and objectives. In order to help us ensure the highest level of service to you and all participating organizations, we ask that you **please use discretion when making your selection**.

For more information, please visit: www.export.gov/hannovermesse

Thank you.

Fields marked with * are required.

U.S. COMPANIES LOOKING FOR INTERNATIONAL PARTNERS

Arkansas Economic Development Commission

<http://www.arkansasedc.com/advantages>

Products/Services: The Arkansas Economic Development Commission provides investment assistance to international companies that are looking to expand their business in North America.

Objectives: Other

Avitus Group

<http://www.avitusgroup.com>

Products/Services: To de-risk any USA entry strategy, Avitus Group offers an array of services including Visa and Immigration support, Location Strategy, Banking Relations, Tax Planning and Preparation, Business Planning services, and more.

Objectives: Other

Choose New Jersey

Note: If you are searching for a particular U.S. state or location, and it does not appear based on the Industry Sector that you picked, select additional sectors. If you have a question about a specific state, please email SUSA.HM2016@trade.gov or your local Commerce contact.

5) If you wish to contact the U.S. state or local EDO (or service provider), select the gray box beside the name.

Kansas Department of Commerce

<http://www.KansasCommerce.com/KBIZ>

Products/Services: The Kansas Department of Commerce provides site location assistance to firms interested in expanding in the U.S., including building/site information, workforce data, and state incentives.

Objectives: Other

6) At the bottom of the same page, enter your contact information. Mandatory fields are indicated by *

CONTACT INFORMATION

Company Name*:

Salutation*:

First Name*:

Last Name*:

Title*:

Street*:

City*:

State:

Postal Code*:

Country*:

Phone*:

Cell:

Fax:

Email*:

Email Confirmation*:

Website:

Please describe your company/products/services and objectives*:

Please indicate your status*:

Please indicate if you will be visiting the event:

Yes No Undecided

If exhibiting, please enter your booth number:

Please assist me in making contact with the companies selected:

Yes No

7) You will be asked to enter a Security text field and to review the Privacy Policy.

SECURITY



Problems reading this? [Try another.](#)

Enter the text shown above.*:

Submission of business or personal information is voluntary. Please be aware of our [Privacy Policy](#).

8) Once complete, click

9) If you need to reset the request or edit, at the bottom of the page click