

FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Chester: insurance services

Trade Lead ID: L - 040745

Trade Lead Date: 1/5/2012

Company and Contact Information

Company Name: Cheshire and Wirral Partnership NHS Foundation Trust

Contact Name/Title: Matthew Foy

Address: Countess of Chester Health Park, Liverpool Road

City: Chester

State:

Phone Number: +44 1516002155

Fax Number:

Province:

Email: mfoy@griffithsandarmour.com

Postal Code: CH2 1BQ

Country: United Kingdom

Website: <http://www.cwp.nhs.uk>

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

Provision of Property and Business Interruption, Directors & Officers Liability and Public/Products Liability Insurance (Excluding Broking Services).

Time limit for receipt of tenders or requests to participate: 1st March 2012 at 13:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI U.K. Office
Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

Phone Number: 011 44 (0) 207-822-0718
Fax Number: 011 44 (0) 207-822-1081
Email: gavin.cleary@eflora-europe.com

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: Market entry services for Florida firms

Trade Lead ID: L - 040664

Trade Lead Date: 1/10/2012

Company and Contact Information

Company Name: FRD Center Market Entry Services

Contact Name/Title: Jackie Bojor, Director

Address: Str. Orzari 5, Bl. 46 bis

City: Bucharest

State:

Phone Number: +4021 4111459

Fax Number: +4021 4111461

Province:

Email: jackie@frdcenter.ro

Postal Code: 020551

Country: Romania

Website: www.frdcenter.ro

Company Product/Service Description:

Factor Regional Development Center (FRD Center) is a privately owned market-entry consulting firm which, since 2000, offers complete tailor-made business development, trade and investment support services for successful market access of foreign companies to Romania and the region.

of Employees:

Annual Sales:

Year Established: 2000

Trade Lead Detail

Trade Lead Description:

FRD Center Market Entry Services can assist Florida firms and organizations interested to export, expand or invest in Eastern Europe with services such as:

- distributor search and selection, product introduction to buyers, assessment of interest from pre-selected local buyers / importers / agents
- market research, market opportunities assessment
- follow-up with local sales leads / importers
- support with legal aspects, formalities, certification, customs etc.
- commercial visits, 1-2-1 meetings, trade missions etc.

Business Relationship Desired: Agent/Distributor

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI Germany Office
Enterprise Florida, Inc.
Im Amerika Haus
Karolinenplatz 2
80333 München, Germany

Phone Number: 011 (49-89) 9901-3665

Fax Number: 011 (49-89) 9901-3667

Email: alexander.bothmann@invest-in-florida.de

FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Manchester: insurance services

Trade Lead ID: L - 040750

Trade Lead Date: 1/13/2012

Company and Contact Information

Company Name: Transport for Greater Manchester

Contact Name/Title: Collette Collins

Address: 2 Piccadilly Place

City: Manchester

State:

Province:

Postal Code: M1 3BG

Country: United Kingdom

Website: <http://www.tfgm.com>

Phone Number: +44 1612441113

Fax Number:

Email: collette.collins@tfgm.com

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Manchester: insurance services

Trade Lead ID: L - 040750

Trade Lead Date: 1/13/2012

Trade Lead Detail

Trade Lead Description:

Provision of property damage / business interruption/ terrorism insurance for TfGM & Centro light rail systems and;
Provision of property damage / business interruption / terrorism / employers & public/products liability insurance for TfGM & Centro general activities.

Transport for Greater Manchester (TfGM) is the delivery arm for the elected body, responsible for investing money in improving transport services and facilities, supporting the largest regional economy outside London. TfGM own Metrolink and are delivering a 1.4 billion GBP expansion and improvement programme, providing new connections and new opportunities for Greater Manchester communities. By 2012 we will have connected people and businesses in Oldham and Rochdale to Metrolink, along an eastern route to Droylsden in Tameside, and around Chorlton in South Manchester. Metrolink will reach still further in future, into Oldham and Rochdale town centres, Ashton-under-Lyne, and Didsbury and stretching out past Wythenshawe to Manchester Airport, better connecting the communities along the way.

Meanwhile, a second line across Manchester city centre will improve the capacity and resilience of the network. We pay for buses in areas where no commercial services are provided and help people such as the young and old travel at reduced fares. We also own Greater Manchester's bus stations, shelters and stops. On the roads, we look after the day to day management of traffic signals on Greater Manchester's major highways, helping people and goods get to where they need to go. Our experts gather the information and provide the analysis that helps inform Greater Manchester's transport strategy and planning for a more sustainable future.

Centro, the West Midlands passenger transport executive and authority, promotes and develops public transport across the West Midlands. Our aim is to transform public transport so that the people of the West Midlands have a world class public transport system provided by a best in class organisation. We are working hard to ensure everyone in the region benefits from an effective public transport system that meets the economic, social and environmental needs of the West Midlands. We provide travel information centres at Coventry, Birmingham New Street and Wolverhampton and work with partners who provide centres at Merry Hill, Walsall and West Bromwich. We work in partnership with operators in the West Midlands (under the Network West Midlands brand) to develop integrated ticketing that meets customers' needs. Centro also provides a range of concessionary fares for children, the elderly and disabled travelers. Centro does not directly operate any of the trains which serve the region. Centro does not operate any buses. However, we do pay for socially necessary services to operate that are not profitable – such as those in the early morning, in the evening or on a Sunday. Centro is responsible for promoting and developing Midland Metro, which it owns, but it does not operate any services.

Time limit for receipt of tenders or requests to participate: 20th February 2012 at 17:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

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Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

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FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Gateshead: insurance services

Trade Lead ID: L - 040747

Trade Lead Date: 1/19/2012

Company and Contact Information

Company Name: The Homes and Communities Agency

Contact Name/Title: Stephen Hailes

Address: St Georges House, Kingsway

City: Gateshead

State:

Province:

Postal Code: NE11 0NA

Country: United Kingdom

Website: www.homesandcommunities.co.uk

Phone Number: +44 3001234500

Fax Number:

Email: stephen.hailes@hca.gsx.gov.uk

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Gateshead: insurance services

Trade Lead ID: L - 040747

Trade Lead Date: 1/19/2012

Trade Lead Detail

Trade Lead Description:

Insurance services. Property insurance services. General liability insurance services. Accident insurance services. Contractor's all-risk insurance services. Insurance related to transport. Motor vehicle insurance services. Damage or loss insurance services. Motor vehicle liability insurance services. Professional liability insurance services. Engineering insurance services. The Homes and Communities Agency (HCA) is seeking to procure for its own purposes and for the Regional Development Agencies, Land Trust and Olympic Park Legacy Company a portfolio of insurance cover. The HCA is seeking proposals for three year agreements with an option to extend for a further year. The following insurances are required - property damage including business interruption (including terrorism); employer's liability; public liability; excess public liability, engineering inspection and engineering insurance; contract works; personal accident and business travel; motor vehicle fleet; exhibition and transit; office contents and directors and officers (excluding broker services).

Precise information on deadline(s) for lodging appeals: The contracting authority will incorporate a minimum of 10 calendar days standstill period in accordance with the Public Contracts Regulations 2006, as amended ("the Regulations"). This is intended to allow parties to apply to the Court to set aside the award decision before the contract is entered into. In addition, these Regulations provide remedies for aggrieved parties who have been harmed or are at risk of harm by a breach of the rules, to take action in the High Court (England, Wales and Northern Ireland) or Court of Session (Scotland). Any such action must be brought within the appropriate statutory deadline in force at the relevant time if good reasons are provided. Where a contract has not been entered into, the Court may order the setting aside of the award decision or order the authorities to amend any document and may award damages. In certain circumstances, the remedy of effectiveness is available and/or penalties may be imposed.

Time limit for receipt of tenders or requests to participate: 4th March 2012 at 13:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

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Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

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Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Bradford: banking services

Trade Lead ID: L - 040744

Trade Lead Date: 1/28/2012

Company and Contact Information

Company Name: University of Bradford

Contact Name/Title: Ian Stow

Address: Richmond Building, Richmond Road

City: Bradford

State:

Province:

Postal Code: BD1 7DP

Country: United Kingdom

Website: www.brad.ac.uk

Phone Number: +44 1274233063

Fax Number:

Email: i.p.stow@bradford.ac.uk

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

Banking services. International payment transfer services. To provide banking, card acquiring, overseas payment services and a revolving loan facility.

Time limit for receipt of tenders or requests to participate: 3rd March 2012 at 11:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI U.K. Office
Enterprise Florida, Inc.
146 Fleet Street
London EC4A 2BU, United Kingdom

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Fax Number: 011 44 (0) 207-822-1081
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FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: Cost estimator for Southern African building projects

Trade Lead ID: L - 040737

Trade Lead Date: 1/31/2012

Company and Contact Information

Company Name: NNAQS

Contact Name/Title: Nonke Ntshona, Managing Director

Address: Edenburg Terraces, Block B 3rd Floor, 348 Rivonia Boulevard

City: Rivonia

Phone Number: +27-11-803-2291

State:

Fax Number:

Province:

Email: nonku@nnaqs.co.za

Postal Code: 2128

Country: South Africa

Website: www.nnaqs.co.za

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

NNAQS, a South African quantity surveyor company, would like to partner with architects that are looking to provide architectural services in the southern Africa region. This company is an accredited member of the Green Building Council.

Business Relationship Desired: Joint Venture

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

EFI South Africa Office

Enterprise Florida, Inc.

Building 2 Country Club Estate

Woodlands Drive

Woodmead, Johannesburg South Africa

Phone Number: 011 (27-11) 258-8898

Fax Number: 011 (27-11) 258-8511

Email: enterflorida@themanlygroup.com

Following up on Trade Leads: Please contact the foreign company directly using the information provided on this report. You may also contact the International Office or Florida staff-person that submitted the lead for further information (see above.) If you have questions about our International Trade Leads program, please send a message to trade@eflorida.com or call 407-956-5618.



FLORIDA. INNOVATION HUB OF THE AMERICAS.®

Enterprise Florida International Trade Lead

Trade Lead Sector: Financial/Professional Services

Trade Lead Topic: UK-Belfast: insurance services

Trade Lead ID: L - 040743

Trade Lead Date: 1/31/2012

Company and Contact Information

Company Name: Belfast Harbour Commissioners

Contact Name/Title: Nicola Elwood

Address: Harbour Offices, Corporation Square

City: Belfast

State:

Province:

Postal Code: BT1 3AL

Country: United Kingdom

Website: <http://www.belfast-harbour.co.uk>

Phone Number: +44 2890895083

Fax Number:

Email: elwoodnj@willis.com

Company Product/Service Description:

of Employees:

Annual Sales:

Year Established:

Trade Lead Detail

Trade Lead Description:

Provision of insurances of liability, fine art, motor fleet, contract works, fidelity guarantee, directors & officers, pension trustee liability and other insurance services.

Time limit for receipt of tenders or requests to participate: 1st March 2012 at 17:00.

Business Relationship Desired:

One Time Purchase

Long Term Purchase

Government Tender

Submitted By

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Enterprise Florida, Inc.
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Fax Number: 011 44 (0) 207-822-1081

Email: gavin.cleary@eflora-europe.com