



CHECKLIST:

# U.S. EXPANSION PROJECT LIFECYCLE

PHASE 01	Step 1	Identify Growth Demand	<ul style="list-style-type: none"><li>• Targeted market/industry research</li><li>• Macroeconomic trends, industry forecasts</li><li>• Policy impacts</li></ul>
	Step 2	Assess Customer Point of Sale & Service Delivery System	<ul style="list-style-type: none"><li>• Locations &amp; concentrations</li><li>• Customer acquisition &amp; buying patterns</li><li>• Product &amp; service delivery system</li></ul>
	Step 3	Evaluate Supply Chain	<ul style="list-style-type: none"><li>• Local, national or global supply chain requirements</li><li>• Supply chain vulnerability</li><li>• Supply chain logistics cost effects to units' costs</li></ul>
	Step 4	Determine Growth Strategy (M&A, Organic)	<ul style="list-style-type: none"><li>• Risk assessment and opportunity cost by market entry mode</li></ul>
	Step 5	Assess Financial Plan Model	<ul style="list-style-type: none"><li>• Initial capital requirement</li><li>• Loans, internal financing, private equity, Venture capital</li></ul>
	Step 6	Create Project Requirements	<ul style="list-style-type: none"><li>• Facility, infrastructure, access, workforce, capital</li></ul>



<b>PHASE</b> <b>02</b>	Step 7	Identify & Select Advisory Services	<ul style="list-style-type: none"><li>• Create a U.S. Legal entity (where, type; foreign qualification, nexus)</li><li>• Visa and immigration support (type and options)</li><li>• Understanding employer- employee relationship</li></ul>
	Step 8	Determine Top Markets for Expansion	<ul style="list-style-type: none"><li>• Favorable business environment</li><li>• Logistic position</li><li>• Access to workforce</li><li>• Climate and operating environment</li><li>• Culture &amp; entrepreneurship</li><li>• Resources and infrastructure</li></ul>
	Step 9	Interaction with EDOs	<ul style="list-style-type: none"><li>• Access local, regional, State and Federal services</li><li>• Access support programs &amp; incentives</li><li>• Networks</li></ul>
	Step 10	Assess Cost & Tax Liabilities	<ul style="list-style-type: none"><li>• Consultation on planned commercial activity</li><li>• Assess U.S. tax consequences</li></ul>



PHASE 03	Step 11	Assess & Connect with Financial Capital	<ul style="list-style-type: none"><li>• Lending, working capital financing, revolving credit and term loans, and leasing solutions to finance capital equipment</li><li>• Deposit and treasury management services</li><li>• Foreign exchange solutions, etc.</li></ul>
	Step 12	Assess & Connect with Human Capital	<ul style="list-style-type: none"><li>• Current availability, readiness, skill and size and cost of labor pool</li><li>• Growth and scalability potential</li><li>• Availability of applicable education and training programs</li></ul>
	Step 13	Assess Site Options	<ul style="list-style-type: none"><li>• Review and compare cost, terms, tenant improvement, IT attributes, etc.</li></ul>
PHASE 04	Step 14	Invest	<ul style="list-style-type: none"><li>• Full commitment from leadership</li><li>• Boots on the ground</li><li>• No short-cuts</li></ul>