



Consulate General of the Czech
Republic in New York



**Economy and Trade Department
Consulate General of the Czech Republic in New York**

OVERVIEW OF ACTIVITIES AND ROAD AHEAD

10/7/2017

Karel Smékal

**Head of the Trade and Economy Department of
the Consulate General**



Topics to be addressed



1. Important Sectors for Czech Goods and Services in the Jurisdiction of CG New York
2. Activities of the CG New York in 2017
3. Means of Assistance to Czech Companies
4. Plan for 2018
5. „Bonus Market“



1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

- Design Glass
- Fashion
- IT
- Nutritional Supplements
- Construction
- Biotechnology, Medical and Laboratory Devices





1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

DESIGN AND RETAIL

- Czech Glass, Porcelain, Ceramics
- Companies must be ready to invest
- PATIENCE! PATIENCE! PATIENCE!
- **Regular participations at fairs**
 - Tabletop: NY NOW (two times per year)





1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

Design Glass, Contemporary Design, Fashion

- NY = entrance gate to the US (eager to accept new trends and brands)
- Construction of hotels and high-end office and residential spaces
- Specialized accelerators (Council of Fashion Designers of America Incubator, Favors Fashion Incubator etc.)



1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

IT Sector

- Important decision: **What am I looking for?** Investor or client?
- NY = enormous and growing liquidity of capital (VCs, Angels)
- Large infrastructure – incubators, accelerators
- Conferences and Fairs: Tech Crunch Disrupt New York, Tech Day
- NYC portal: Digital.nyc
- Other hubs: Pittsburgh, Boston





1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

CONSTRUCTION

- Construction boom in NYC
- Back at 2007 and 2008 growth rate
- 2017: construction investments in NYC 35 billion USD
- Potential for Czech companies: interior elevators, high-end tiling, coverings, etc.
- Success story: STROS - Sedlčanské strojírny a.s.





1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

NUTRITIONAL SUPPLEMENTS

- Healthy lifestyle
- Effect of an „European product“
- Kosher certification = significant advantage
- The more „exotic“ active substance, the better





1. Important Sectors for Czech Goods and Services in the Jurisdiction of the CG New York

R&D, BIOTECHNOLOGY, LABORATORY DEVICES

- North-East of the US – enormous concentration of laboratories
- Universities (MIT, SUNY, CUNY, UMass – nanotechnology – great demand for imaging devices: microscopes, spectrometers)
- Green technology, recycling – „2030 Zero Waste Management Agenda“
- Other NYC Projects: IN2NYC (CUNY Partnership)





2. Activities of the CG New York in 2017

- **Projects to Support Economic Diplomacy**
 - EUPF Seminar (March 2017)
 - NY Travel Fest (in cooperation with CzechTourism; April 2017)
 - TechCrunch Disrupt New York (May 2017)
 - VEMEX (in cooperation with CzechTourism; October 2017)
 - KosherFest (November 2017)
- **Other Activities in 2017**
 - Re-invention of Bioplastics (June 2017)
 - NY NOW (August 2017)
 - Presentation of Czech applied design (Tonak, Holík, Crystalite Bohemia; June 2017)
 - Individual services to support Czech companies



3. Means of Assistance to Czech Companies

MEOHub

- Meopta-run incubator (cooperation with Association of Small and Medium-Sized Enterprises and Crafts)
- Based on Long Island, new office in Tampa
- First round in 2016 – 5 Czech companies
- What MEOHub offers
 - Assistance to open branch in the US
 - Tax assistance
 - Office space in Meopta premises



3. Means of Assistance to Czech Companies

NYC Programs

- Great number of programs to ease entering the US market
- Web Portal International Business
 - <http://www1.nyc.gov/site/internationalbusiness>
 - IN2NYC
 - Workforce1 (acquisition of employees)
 - RISE:NYC (supporting of technologies linked to climate change – 30 billion USD Federal Investment)
 - Harlem Biospace (NYC incubator for life sciences)





3. Means of Assistance to Czech Companies

How can the CG help?

- Visa related issues
- Customs, import restrictions, etc.
- Business partner search
- Projects to Support Economic Diplomacy
- Possibility of presentation of Czech companies in the BNH premises



4. Plan for 2018

- Czech Heritage Night at NJ Devils (February 2018)
- EUPF Seminar (April 2018)
- TechTrunch Disrupt NY 2018 / TechDay NY 2018 (May 2018)
- BIO 2018 (May 2018)
- Business mission of Czech laboratory devices manufacturers to East Coast laboratories (June 2018 TBC)
- NY NOW (August 2018)
- Inside The Czech Republic (cooperation with CzechInvest; Fall 2018)
- KosherFest (November 2018)



4. „Bonus Market“





Consulate General of the Czech
Republic in New York



4. „Bonus Market“

Czech Republic and the UN

- Goods: 0,16% (13,763 mil. USD)
- Services: 0,02% (1,887 mil. USD)
- Financial contributions of the Czech Republic to the UN system: 0,344%



Consulate General of the Czech
Republic in New York



4. „Bonus Market“

EU – UN Procurement Forum



- Annual NY Seminar
- Attended by representatives of UN Agencies based in NYC
- UNPD, UNICEF, WB, UNOPS, UNDP...
- Project to Support Economic Diplomacy



4. „Bonus Market“

Overview of steps on how to become a vendor



Generální konzulát České republiky
v New Yorku

english český

Hledat



rozšířené vyhledávání

aktuality
o konzulátu
konzulární informace
obchod a ekonomika
krajané a školství
kultura

Možnosti pro české startupy v
New Yorku

Obchodování s OSN

Proč obchodovat s OSN

Jak obchodovat s OSN

Statistiky obchodu s OSN

EUPF - EU UN Procurement Forum

Kontakty

Souhrnná teritoriální informace

Vstup na trh USA

Better Business Bureau in
Northeastern Area

Veletrhy v teritoriu GK ČR v New

Úvod > Obchod a ekonomika > Obchodování s OSN

Obchodování s OSN

Cílem této webové stránky zřízené Generálním konzulátem ČR v New Yorku je poskytnout českým firmám celistvý přehled o možnostech dodávek pro Organizaci spojených národů (OSN), která je se svým ročním nákupem zboží a služeb v souhrnné výši přes 17,5 miliard amerických dolarů (cca 437 miliard korun, což je přibližně 10 % státního rozpočtu ČR) potenciálním lukrativním odbytištěm českých výrobků a služeb.

Z pohledu dosavadních čísel potenciál tohoto lukrativního trhu není českým podnikatelským sektorem příliš využitý. Smyslem tohoto portálu je proto přiblížit českým firmám podstatu dodavatelského systému a podat aktuální informace, které by mohly pomoci zvýšit podíl českého zastoupení na celkovém objemu zakázek OSN.

Jste-li majitelem či představitelem české firmy a doposud nemáte s obchodováním s OSN zkušenosti, měli byste na této stránce nalézt základní informace potřebné pro orientaci v problematice, které mohou Vaší firmě otevřít dveře na tento všestranný a perspektivní trh. Pro četbu rubrik tohoto portálu není třeba detailní znalost organizace OSN.

Pro navigaci na této stránce vyberte kapitolu s nabídky podkapitol vlevo či klikněte na název podkapitoly níže.

- [proč obchodovat s OSN?](#)
- [jak obchodovat s OSN?](#) (proces registrace, vyžadované dokumenty, UNSPSC kódy, Trade Alert Systém)
- [statistiky obchodu s OSN](#) (celkové statistiky obchodu při OSN, ČR a obchod s OSN)
- [EUPF – EU UN Procurement Forum](#)



Consulate General of the Czech
Republic in New York

Thank you for your attention!

Karel Smékal

karel_smekal@mzv.cz

commerce_newyork@mzv.cz

+1-917-251-5938