

President's Engagement Prize

International Considerations

Global Support Services



What are international considerations?

All the requirements and risks associated with activities outside the U.S.
... and the additional time and cost to address them



Legal Entity Setup and Infrastructure



Foreign Partners



Immigration and Employment



Health and Safety



Cultural Differences

And many more

TIPS

Your application is significantly strengthened by thoroughly addressing important international considerations.

Conduct a risk assessment and determine ways to mitigate your risk areas.



Legal Entity Setup and Operations

Regulatory Considerations

Legal Status | Registrations | Permits/Licenses

Operational Considerations

Leasing | Banking & Monetary Transfers | Agreements/Contracts

TIPS

Make sure int'l considerations are in the budget.
Int'l treaties & bilateral agreements could be helpful.

Monetary controls may prevent funds transfers.
U.S. & in-country legal & accounting support may
be needed.



Foreign Partners

“On-the-ground” support/partners:

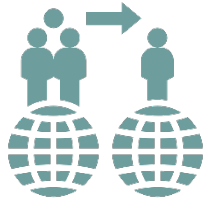
Governmental organizations | NGOs | Personal connections | Partner organizations

Questions to consider:

1. Is a foreign supporter/partner willing to provide the necessary business infrastructure?
2. Is it clear what they will handle on your behalf?
3. Will you conduct due diligence, such as background checks on your partner(s)?

TIP

Partnership with an external organization requires an “Affiliation Letter” that clearly states the prize monies are not being used to support pre-existing projects.



Immigration and Employment

For you:

Correct Visa Type | Visa Sponsorship | Stipend Income Taxation

For hiring in-country:

Right to employ

Administer payments locally

Social Benefit Tax (pension, health, unemployment, etc.)

Worker rights and liability

TIPS

Get the visa right.

Seek in-country support for hiring in country.

Health and Safety

 Medical and health insurance coverage

 Country stability

 Pre-departure planning

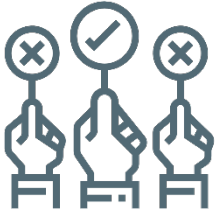
 Potential security needs

 In-country emergency plans

TIPS

Safety first.

Plan for the unexpected before departure.



Cultural Differences

- Timeliness
- Personal Connection
- Group Dynamics
- Organizational Hierarchy
- Ethics
- Gender Roles
- Personal Space
- Communication
 - Language
 - Gestures
 - Greetings
 - Assertiveness – direct/indirect
- Dress
- Customs

TIPS

If you have prior experiences, local language skills, or other connections to the country, make them clear in your application.

Don't assume what is done in the U.S. will be acceptable in another country.

Plenty of other considerations



Export licenses for shipping abroad



Clinical research regulations



Protection of Intellectual property



Privacy Law



General liability insurance



Exchange rate fluctuation and bank transfer fees

And many more...

Thoughts? Questions?

Thank you