



## THE CHANGING PARADIGM OF GLOBAL TRADE

### A Three - Pronged Business Development Seminar

On September 24<sup>th</sup> the headquarters of the Rhode Island Economic Development Corporation (RIEDC) located in the renovated Locomotive Works at 555 Valley Street in Providence will be the location a half-day seminar titled “**The Changing Paradigm of Global Trade**”.

The seminar will boost the knowledge base of attendees and prepare them to cope with the sluggish economy. The presenters will give information about:

- entering global markets
- regulatory compliance for exports and,
- invoking sales channel management systems to grow revenues and create bottom-line growth

Session I: **T. V. Jayaraman, Ph.D.**, the President of JayCo Consulting will open the seminar by highlighting the fast growing global markets, particularly India, including efficient strategies to enter those markets.

Session II: **Tammy Lee**, Trade Counsel at INTRAL Corporation will highlight the importance of addressing export compliance in this ever changing and demanding regulatory environment. Tammy will provide valuable insight into the mandatory requirements of an effective compliance program as a risk-mitigating tactic for preventing not only fines and penalties but also costly inventory supply chain issues.

Session III: **John Panaccione**, the President of LogicBay will discuss how some of the world's leading manufacturers and distributors use sales channel management technology. He will describe how small and medium sized businesses can apply the same techniques to stimulate sales while reducing costs.

The seminar will begin at 8:30 AM and conclude at 11:45 AM. Registration is free, but limited to the first 25 people to register. To register or receive more information contact Tel. 888.301.0751 or email [inquiry@logicbay.com](mailto:inquiry@logicbay.com) .

JayCo Consulting of North Kingstown is a firm focused on strategic marketing and global business development. [www.jaycoinc.net](http://www.jaycoinc.net)

INTRAL is a supply chain management company located on the Black Falcon Pier in South Boston providing logistics management, logistics systems solutions, compliance and a range of logistics services. [www.intral.com](http://www.intral.com)

LogicBay, based in Newport, Rhode Island, develops and implements industry leading sales management software. [www.logicbay.com](http://www.logicbay.com)

70-115 Frenchtown Road, North Kingstown, RI 02852, [www.jaycoinc.net](http://www.jaycoinc.net), 401-864-2427