

**Source New
Leads**

Win Bids and Tenders

Grow your market share

Secure Sponsors

Improve conversion rates

**Secure New
Members**

Increase Exports

Receive Awards and Recognition

THE INDUSTRY GROWTH GROUP
ARE EXPERTS IN SOURCING
LEADS AND WINNING BIDS,
TENDERS, GRANTS,
SPONSORSHIPS AND AWARDS
FOR OUR CLIENTS.



**Industry
Growth
Group**

Australia - Brazil - Canada - China - Czech Republic - Egypt - Germany - India -
Indonesia - Malaysia - Portugal - Singapore - South Africa - United Arab Emirates -
United Kingdom - United States of America

Your Partner in Market Development and Growth

TO BE THE WORLD LEADER IN SOURCING LEADS AND OPPORTUNITIES AND IN WINNING BIDS, TENDERS, AWARDS AND GRANTS FOR OUR CLIENTS.

vision

MISSION

TO ACHIEVE THIS VISION, THE INDUSTRY GROWTH GROUP (IGG) WILL;

- HAVE STRATEGIES IN PLACE TO MONITOR AND IDENTIFY OPPORTUNITIES AND LEADS FROM AROUND THE WORLD FOR OUR CLIENTS.
- ENSURE WE HAVE THE LATEST MARKET INTELLIGENCE.
- PURSUE THE BIDS WHICH GIVE CLIENTS THE HIGHEST CHANCE OF WINNING AND GREATEST RETURN ON INVESTMENT.
- PRODUCE HIGH QUALITY BID DOCUMENTS AND PROPOSALS.
- SELL A STRONG BUSINESS CASE IN OUR BIDS.

To achieve this Vision and Mission, the Industry Growth Group (IGG) has three specialist business units;

- IGG Consulting
- International Centre for Industry Development
- Global Research and Intelligence Network

The Industry Growth Group's Global Research and Intelligence Network (GRAIN) uses an 8 step process for sourcing new leads and managing the bid process.



INDUSTRY GROWTH GROUP (IGG)

As international market development consultants, IGG works with our partners to help them grow their bottom line and market share. IGG consulting services include;

- Preparing for market - Streamlining business processes and systems to enable maximized market share, profit/ surplus, and show innovation to shareholders.
- Internal and external commercial bids and tenders.
- Awards, grants and scholarship applications



IGG'S INTERNATIONAL CENTRE FOR INDUSTRY DEVELOPMENT – (ICID)

As part of IGG's strategy of engagement with international Associations, ICID is an Association Incubator that supports international associations with establishing regional offices, securing corporate sponsorship, support with funding, marketing and exhibition sales for conferences, and boosting membership.

IGG'S GLOBAL RESEARCH AND INTELLIGENCE NETWORK (GRAIN)

IGG's Global Research and Intelligence Network (GRAIN) has a team located across 16 countries who support with sourcing new leads, market intelligence, bidding and in-market representation.





SUPPORTING INDUSTRY AND ECONOMIC DEVELOPMENT ACROSS THE WORLD.

WORKING WITH CORPORATIONS, EXPORTERS, ASSOCIATIONS, GOVERNMENT AGENCIES, CONVENTION BUREAUS, CONVENTION CENTRE AND PROFESSIONAL CONFERENCE ORGANISERS.

Growth

THE INDUSTRY GROWTH GROUP OPERATES ACROSS 11 INDUSTRY PORTFOLIOS



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