

Minority- & Woman-Owned Business Success Story:

VISUAL TERRAIN INC.



Santa Clarita, CA



Exports to UAE, China, Japan, Canada, Ireland, Mexico, Singapore



Uses Export Credit Insurance



Challenge

Although Visual Terrain was already doing business internationally, timely payments were not being received by their foreign buyers. Visual Terrain needed to find a way to insure their receivables and mitigate the risk of nonpayment.

Solution

Through a seminar hosted by their local SBDC (Small Business Development Center) office, Visual Terrain was introduced to EXIM and its Export Credit Insurance product which allowed them the freedom to pursue global markets and mitigate risk of nonpayment.

With EXIM's Support, Visual Terrain:

- ✔ Now has the peace of mind of payment to do business internationally
- ✔ Hired additional staff

Results

“We would not be in business today were it not for the help we have received from the SBA, EXIM, & the SBDC. We are grateful for everything the U.S. government has done to help us!”

David Green, President & CEO of Visual Terrain

Make Your Own Success Story:

[Learn more](#) or [request a free consultation](#).



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