# 5 ways enterprise software companies can target specific countries for expansion

Prioritize nations with large software markets

Focus on prioritizing countries with large software markets as they offer the greatest revenue growth and market share expansion potential.

Study target country's business and cultural norms

Research your target country's business and cultural norms to better meet local customers' needs and tailor products and services accordingly.

Create a marketing strategy tailored for local buyers

Develop a sound marketing strategy including the local language, culture, customs, and norms so that it resonates with local buyers.

Consider partnering with local organizations

Partner with local organizations as they can help you tap into their existing networks and enable you to establish a presence in the new market.

Have a solid localization strategy

3

4

Translate the user interface, content and documentation into the local language and customize the product or services to meet local preferences.



# **My New Strategy For Countries**

**David Kirk** 

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