



Application for Enrollment

ExporTech™ is an export acceleration program for executives of manufacturing and technology firms, organized by the Montana Manufacturing Extension Center (MMEC) and presented in collaboration with the following partners:



This application will be used to select program participants. Selection will be made on the basis of: a) fit with the program objectives, which is aimed at helping companies become more proactive and aggressive in pursuing international growth; and b) the company's commitment of management time to the program. This program is designed for CEOs and upper level management that have overall responsibility to lead international growth.

Company: _____ Website: _____
 Address: _____

Contact:

Name: _____ Title: _____
 Direct Phone: _____ E-mail: _____

Additional Participant (recommended)

Name: _____ Title: _____
 Direct Phone: _____ E-mail: _____

Additional Participant (recommended)

Name: _____ Title: _____
 Direct Phone: _____ E-mail: _____

Company Information: *(Information will be kept confidential)*

Describe Your Product/Service: _____
 Describe Your Markets/Customers: _____
 No. of Employees: _____ Annual Sales: _____ Sales Goal (\$) for Next Year: _____
 International Sales: _____ Int'l Sales Goal (\$) for Next Year: _____
 Percentage of Total Sales from International: _____ Years of Export Experience: _____

What Countries Do You Currently Sell To? _____

Have You Had Inquiries From Countries Where You Don't Currently Sell? _____

Do You Have a Country or Region of Interest for Growth or Expansion? _____

What Do You See as Your Company's Key Challenges in Exporting/International Sales?

1. _____

2. _____

3. _____

Beyond Exporting, What Are Your Company's Overall three Key Challenges In Order of Priority?

1. _____

2. _____

3. _____

What Are Your Goals for Participation in the ExporTech™ Program? _____

Is your company's leadership ready to commit staff and resources to developing export markets? _____

Please Read Carefully and Sign Your Acceptance

The total program cost is over \$4,500 per company, however due to investment by State and Federal partners, we are able to offer the program at \$3,500 per company (due upon notification of acceptance to the program.)

Your commitment to fully participate is required and essential to program success for your organization.

YES, I am interested in being considered for the ExporTech™ program.

- Upon notification of acceptance to the program I agree to pay \$3,500, the subsidized cost to my company.
- To maximize the benefit of the program and to satisfy funding expectations, I agree to:
 - Attend all sessions
 - Complete the tasks between meetings to prepare an export plan

Program Dates _____

Signature: _____ Date: _____

Please submit the completed application by email or fax

to: Jenni West

Email: Jenniwest@montana.edu

Fax: 406-994-3391