



Are you struggling to take advantage of **growth opportunities in global markets?**
 Are you reactively selling to international customers who find you, rather than taking a **proactive and strategic approach** to international sales?

If **YES...ExporTech™** could be the answer.

Why ExporTech™?

- **Structured export strategy and business development process** that assists 4-8 companies to accelerate growth
- **ONLY national program** that helps each company **develop an export plan**
- **Efficiently connects** companies with local and national experts that help navigate the **export sales** process
- On average, participating companies **generate \$770K in new export sales**
- **Saves countless hours** and eliminates fear of the unknown about getting paid, protecting intellectual property, finding sales reps and more

Your ExporTech™ Partners

If you are ready to make the investment of time, ExporTech™ can unlock your export growth potential!

What clients are saying about ExporTech™

“ExporTech crystallized our disparate thoughts into a plan, which focused particular products into target markets. ExporTech was a conduit to force us to buckle down and create goals and the plan to meet them.”

The Wagner Companies
Milwaukee, WI

“ExporTech has given our company a major competitive advantage—in knowledge, insight, connections, and support. We’re years ahead of others because of it.”

Raloid Corp
Reisterstown, MD

“The ExporTech program greatly accelerated our learning curve covering the complex landscape of regulations and best practices for exporting. Our exports have more than doubled over the last year and we continue to expand.”

ElectraTherm
Reno, NV

www.nist.gov/exportech



How Does ExporTech™ Work?

- Jointly offered nationwide by the National Institute of Standards and Technology's Manufacturing Extension Partnership program and the U.S. Export Assistance Centers of the U.S. Department of Commerce
- Group workshops are combined with an individual coach for each company, leading to an export plan in 9 weeks
- Execution driven, with a team of partners who make it easier to go-to-market and implement the plan
- Peer group model, limited to leaders from 4-8 companies, that maximizes impact and propels action
- Innovative customized workshops that avoid "death by powerpoint" and help companies extract the specific information they need
- Amplifies the impact of other export programs, helping companies get the most out of tradeshows, Gold Key services, country visits and trade missions



Dates: Feb. 28, 2017 Mar. 21, 2017 Apr. 25, 2017	Session Locations: MT Dept of Commerce offices Helena, MT	Cost: \$3,500 per company <i>(Potential financial assistance available through state programs)</i> Each company may bring up to 3 executives.
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APPLY BY FEBRUARY 20, 2017
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ExporTech™ Successes

Delkor was exporting "accidentally," reacting to opportunities to conduct business abroad, rather than through a conscious strategy. As result of ExporTech Delkor was able to achieve a 30% increase in sales within 6 months and hired 29 new employees.

Delkor Systems, Inc.
Circle Pines, MN

"ExporTech opened our eyes to what we didn't know and caused us to build a long-term export plan for Rekluse."

Rekluse Motor Sports
Boise, ID

U.S. Small Business Exporter of the Year and State of Idaho Exporter of the Year

At the completion of ExporTech, Louroe had an export plan complete with easy-to-use tools for entering new markets they identified during the program. "Our company experienced a 46% increase in sales and more than 25% of our gross revenue now comes from international business."

Louroe Electronics, Inc
Van Nuys, CA

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