



Do you **see growth opportunity in global markets**, but are struggling to carve out the time and resources to make it happen?

Are you reactively or indirectly selling to international customers, rather than taking a proactive and strategic approach to international sales?

ExporTech™ helps companies develop and execute their own international growth plan.

Why ExporTech™?

- **Structured export strategy 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 world-class experts that help navigate the **export sales** process
- On average, participating companies **generate over \$500K in new export sales**
- Actionable strategic export growth plan **vetted by a panel** of international business experts
- Developed with **coaching support** throughout the program
- **Exporting companies grow twice as fast** as those that don't

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

Your ExporTech™ Partners



"The ExporTech™ structured approach allowed me to focus on markets I think are important for K'NEX. It's given me a template I can use in future years to frame my thinking and budgeting."

Holly Hammond
K'NEX

"One of the benefits of ExporTech™ is in the clarity it created for us around international markets for our products and where we should focus our efforts."

Drew Ward
Packaging Progressions

"We thought the export market was not a competitive fit for us. ExporTech™ helped us recognize that if we are the supplier of choice for U.S. companies, we should also be the supplier of choice for emerging technology companies worldwide."

Bill Keohane,
Superior Tube Company, Inc



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:**

March 8, 2016
 April 6, 2016
 May 11, 2016

Session Location:

DVIRC
 2905 Southampton Rd.
 Philadelphia, PA 19154

Cost: \$2,500.00

per company
 (each company may
 bring up to 3 people)

Time: 8:30am - 4:30pm

ExporTech™ Successes

“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 our company to meet strong demand from overseas.”

ElectraTherm
 Reno, NV

**Register at www.dvirc.org/events/exportech
 or call 215-464-8550 for more information.**