



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...Expotech™** could be the answer.

### Why Expotech™?

- **Structured export strategy and business development process** that assists 5-8 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

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

**Your Expotech™ Partners**

The partner logos are arranged in a grid. The top row includes NIST (Manufacturing Extension Partnership), U.S. Commercial Service, and Chicago Regional Growth Corporation. The second row features IMEC, Illinois Department of Commerce & Economic Opportunity (Office of Trade & Investment), and FedEx. The third row shows America's SBDC (Illinois), Chicago Southland Economic Development Corporation, and the Seal of Cook County.

[www.expotech.org](http://www.expotech.org)



## 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 10 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 5-8 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



<u>2018 Dates</u>	<u>Session Locations</u>	<u>Cost per Company: \$5,000 \$750</u>
November 27	Park Forest	*Exclusive price for companies from Chicago Southland area.
January 10		
February 14		Each participating company may bring up to 3 executives.

## ExporTech™ Successes

*"As a small company, we were always too busy dealing with the day-to-day to focus on export or even acknowledge that growing export sales requires a strategy. ExporTech forced us to develop an export-specific business plan to allocate resources and pick both countries and specific action items to focus on."*

**Vogel Tool & Die**  
Addison, IL

**2018 Export Continuing Excellence Award, State of Illinois**

*"ExporTech is a great way to build a foundation of knowledge about how to start exporting. Our company learned how to approach the entire export process - from marketing to sales agreements to paperwork."*

**Jarvis Lighting**  
Elk Grove Village, IL

*"ExporTech introduced us to people with expertise in a broad spectrum of resources, techniques, strategies, and experiences that have enhanced and advanced our overall export strategies. Finally, there was the opportunity to network with other business owners and learn about their successful and sometimes failed attempts to grow their domestic and international businesses."*

**JackPoint Jackstands LLC**  
Batavia, IL

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