



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



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**
NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY
U.S. DEPARTMENT OF COMMERCE



U.S.
COMMERCIAL
SERVICE
United States of America
Department of Commerce



WYANDOTTE
ECONOMIC DEVELOPMENT COUNCIL
Baker Springs • Edwardsville • Kansas City, KS

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

What clients are saying about ExporTech™

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

The Wagner Companies
Milwaukee, WI

“ExporthTech 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 ExporthTech 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/exporthtech



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 tradeshow, Gold Key services, country visits and trade missions



Dates: March 15, 2016 April 11, 2016 May 9, 2016	Session Locations: Wyandotte EDC 727 Minnesota Ave, Kansas City, KS 66101	Cost: \$2200 per company, each company may bring up to 3 executives.
--	--	---

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

"ExporTech is a great program, and it was very beneficial to our company. We now have a systematic plan in place to better evaluate existing and potential markets to increase our export sales. More manufacturers need to know about this program."

Steve Cooper, Balco –
Wichita, Kansas
Kansas Exporter of the Year Finalist

Contact Scott Gardner at 785-493-8024 or sgardner@mamtc.com