



Unlock Your Export Growth Potential with ExporTech™

- Do you see growth opportunities in global markets?
- Are you selling reactively rather than taking a proactive and strategic approach to international markets?
- Are you an experienced exporter, but want to develop a plan for your next phase of growth, or for a new region?
- If YES...**Expotech™** could be the answer

Why ExporTech™?

- **Structured export strategy and business development process** that accelerates growth
- Each company **develops an export plan in 10 weeks**, with an extraordinary opportunity to **vet the plan with international business leaders**
- **Innovative peer group model** that propels action by combining workshops, peer learning and individual coaching – difficult to “drag your feet” when presenting your export plan to other executives
- **Individual attention**, as the program brings together a wide range of international business experts to focus on 4-8 companies
- Connection with organizations that provide follow-on assistance, and sources of funding, to help companies **implement their export plans and go-to-market** through tradeshows, the USDOC Gold Key Service, and trade missions
- On average, companies participating in ExporTech **generate over \$500K in new export sales** (verified by a 3rd party)

Your ExporTech™ Partners



What clients are saying about ExporTech™

“Expotech was like a fast-paced race to the exporting finish line. We came, we learned and we executed. The process saved us from investing before we were ready.”

MECO Corporation
Greenville, TN

“Any time you can get access to the kind of expertise we encountered with the [Expotech] program, it is definitely worthwhile. It was a structured program and we ended with a plan. We have more than doubled our sales since we participated in Expotech.”

Nanomechanics
Oak Ridge, TN

“The Expotech 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.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
- Saves countless hours by connecting companies to experts in a wide range of areas, such as sales and distribution channels, market intelligence, financing and payment, logistics, legal and compliance and more
- Innovative customized workshops that go way beyond traditional training by helping companies extract the specific information they need
- Sessions avoid “death by powerpoint” through customized agendas tailored to the needs of participating companies, one-on-one consultations with experts, planning exercises, and a wide range of outside speakers
- Individual coach assigned to each company to accelerate progress between sessions
- Helps companies avoid getting lost trying to navigate the export sales process on their own



Dates: Aug. 21, 2018 Sept. 18, 2018 Oct. 23, 2018	Session Location: UT CIS offices 193 Polk Avenue Nashville, TN	Cost: \$1,500 per company for 3 sessions & coaching. Potential partial rebate upon completion.
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ExporTech™ Successes

"Delkor was exporting "accidentally," reacting to opportunities to conduct business abroad, rather than through a conscious strategy.

As a 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 — Recipient of President's "E" Award for Exports, U.S. Small Business Exporter of the Year and State of Idaho Exporter of the Year

"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 — Recipient of President's "E" Award for Exports

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