



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 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, ExpOrTech™ can unlock your export growth potential!

Your ExpOrTech™ Partners

The partner logos are arranged in a grid. At the top left is NIST (National Institute of Standards and Technology). To its right is the U.S. Commercial Service logo. Below NIST is the Chicago Regional Growth Corporation logo. To its right is the IMEC logo. Below the Chicago Regional Growth Corporation logo is the Illinois Department of Commerce & Economic Opportunity logo. To its right is the America's SBDC Illinois logo. At the bottom left is the FedEx logo. To its right is the College Lake County logo.

www.exportech.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>2019 Dates</u> | <u>Session Locations</u> | <u>Cost per Company: \$5,000 \$750</u> |
|-------------------|--------------------------|---------------------------------------------------------------|
| February 26 | College of Lake County | *Exclusive price for this cohort due to partnership with CLC. |
| April 3 | Grayslake, IL | |
| April 30 | | 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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