

April 4, May 5, and June 22, 2017

EXPORTECH

Fast Track to Developing Strategies for International Sales



“ ExporTech is a well-orchestrated and complete crash course in exporting. From finance to logistics, to freight forwarding and everything else you need to know. It’s absolutely fantastic.”

• *“ The experts brought in by the program were there exclusively to help us—not to sell their services, but to see us succeed.”*

• *“ The interactive approach and **small class size** was perfect for sharing best practices, problem-solving, and one-on-one discussions with the pros that they brought in. They **enabled me to fast track my international business plan.**”*

• *“ It gave me an opportunity to take a more detailed look into the business, see a clear vision of our potential, and develop a plan for moving forward.”*

• *“ It helps **demystify the process** and avoid fines and many costly mistakes, resulting in a much quicker start to exporting.”*

• *“ You can’t put a price on the value of this program—the contacts, the resources, and the knowledge I gained saved us tons of time and tens of thousands of dollars.”*

ExporTech helps companies develop and execute their own international growth plan. The program brings together executive leadership from six companies to work in a group project format. It is not a seminar or class, it is three 8 hour sessions plus coached time between sessions. Some of the work is done in a group setting while other work is done one-on-one with an international growth coach or subject matter expert. Within three months, each company develops a vetted, actionable export growth plan, and gains access to a wide range of expert resources that help overcome barriers to export sales and manufacturing growth.

Who should participate?: Owners, Managers, Decision Makers

Time Commitment: Three 8 hour sessions plus coached time between sessions

Results:

- Actionable Strategic Export Growth Plan
- Vetted by a panel of International Business Experts
- Developed with Coaching supported throughout the program
- ◆ ***Based on an analysis of MEP Client Survey data, the average ROI for Clients participating in ExporTech is 960%.***
- ◆ ***Exporting Companies grow twice as fast as those that don’t***

Space is limited to 6 companies. To register or for more information contact DEMEP at 302-283-3131



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