

Aerospace **EXPORTECH™**

*An Export Acceleration System
for Achieving Profitable Growth*

Are you looking to take advantage of growth opportunities in global aerospace markets?

Are you reactively selling to international customers who find you, rather than taking a proactive and strategic approach to international sales?

If so ... Aerospace ExporTech is the answer!

Aerospace ExporTech Can Drive International Sales Growth Today!

- Provides your company with a systematic process for entering or expanding in global aerospace markets.
- Connects you with the best international business experts in the region.
- Assists you to develop a peer-reviewed export growth plan in 12 weeks.
- Generates measurable results for committed C-level participants.
- Involves a unique combination of innovative group sessions for companies in addition to individualized coaching.

Did You Know?

- Oklahoma's aerospace industry generates a \$12.5 billion economic output annually, which represents 10 percent of the state's total output.
- Oklahoma is one of the world's seven hubs for the maintenance, repair and overhaul of aircraft.
- Oklahoma has one of the world's highest concentrations of companies and skilled workers engaged in the maintenance, repair and overhaul, and modification of aircrafts.
- Twelve Oklahoma colleges and universities offer aerospace programs.
- Two of Oklahoma's three commercial-service airports offer Foreign Trade Zone designation.
- 20,000 Oklahoma students are trained annually by the FAA.

Aerospace ExporTech can be an important value added for those planning to attend the Paris International Air Show in June!



Benefits of Participating?

Companies that have gone through the ExporTech™ program report significant impacts to their bottom lines:

- *The average participant increases sales by nearly \$770,000.*
- *Many companies generate export sales within 3-6 months of completing the program, and some have negotiated sales before the program's final session.*
- *Efficiently connects companies with local and national experts.*
- *The program saves the average company over 120 hours of labor time by navigating them through the international growth process.*

All of these sales increases and cost savings yield an impressive ROI for participating companies. The estimated average gain in operating margin is 10x the typical investment of staff labor time and program fees.

ExporTech Partners:

OCAST >>

Oklahoma Center for the Advancement of Science and Technology

FedEx®



MEP • MANUFACTURING
EXTENSION PARTNERSHIP



OKLAHOMA
DEPARTMENT OF COMMERCE



OKLAHOMA
MANUFACTURING
ALLIANCE

Call or E-Mail Today: 918-592-0722 or exporTech@okalliance.com



How Does Aerospace ExporTech Work?

The ExporTech system has several hallmarks:

- 1.** The process assists companies to develop a simple, actionable international growth plan—based on a series of carefully designed tools and templates.
 - 2.** We connect participants with a wide range of reputable international business experts who help them navigate the export process.
 - 3.** The program involves a unique combination of group work, individual work, and personal coaching that allows companies to extract information that is critical to their export success:
- During group sessions, experts are selected based on the specific needs of the participants, to educate the entire group and provide one-on-one consultations.
 - Planning exercises and peer discussions are employed to help executives apply knowledge to their own companies.
 - In the final group session, each company's plan will be reviewed and vetted by a panel of experienced international business people, to help them avoid costly mistakes and see new opportunities.
 - Each company is assigned an experienced coach to provide focused, one-on-one support in the development and execution of their plans.
 - Each 3-Session program is limited to fewer than 12 companies, which ensures quality, personalized service and attention to each company.



Our Next Course:

The program was developed by two of the leading organizations that provide assistance to manufacturers—the Manufacturing Extension Partnership and the U.S. Export Assistance Centers of the U.S. Department of Commerce—and is offered in collaboration with numerous state trade offices, and other regional partners throughout the country. Every company will develop its own international growth plan.

2017 Dates

Location: **Stillwater**
Meridian Tech, Room A102
9 a.m. to 4 p.m.

- ✓ **January 24**
- ✓ **February 22**
- ✓ **March 22**

Cost:

\$1,200 per company*

(Up to 2 people from the same company; \$100 per person over 2)

*Oklahoma companies may be eligible for a grant through the State Trade Expansion (STEP) Grant Program. The grant will subsidize 75 percent of the registration fee for Aerospace ExporTech, making it **\$300 per company.** *(See website for details.)*

Register Now, Space is Limited!

To provide sufficient individual attention, participation is limited to the first 12 companies applying.

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