



ExporTech™ is a structured process designed to accelerate export growth for small- to medium-sized manufacturers and service providers.

The program is specifically targeted at the executive leadership of forward-looking companies that want to develop and execute a strategic growth plan to expand international sales. Most participants already export, and are either inexperienced, reactive exporters looking to become more proactive, or are experienced and want to get to the next level by developing a strategy for growth.

The program is jointly offered by the **NIST Manufacturing Extension Partnership/MEP National Network** and the **U.S. Commercial Service (USCS)**, both part of the U.S. Department of Commerce.



**SINCE 2006, 254
EXPORTECH™
PROGRAMS HAVE
BEEN DELIVERED
WITH OVER 1,256
PARTICIPATING
COMPANIES.**

How Does ExporTech™ Work

1

The program combines group workshops with individual coaching, leading to an export plan in just 13 weeks. Each company is assigned an experienced coach to provide focused, one-on-one support in the development and execution of its plans.

2

The program uses a peer group model, limited to leaders from 5-8 companies, to maximize impact and propel action.

3

The customized workshops, planning exercises and discussions help companies learn from peers and extract the information they need to develop realistic, actionable plans.

4

The program connects companies to a team of experienced export organizations, helping companies go-to-market and implement their export growth plans.



Why ExporTech™



Plan

Develop a strategic export growth plan in 13 weeks, and obtain feedback from experienced international business leaders on your strategy.



Educate

Learn about a wide range of topics and best practices from real world business experts and successful exporters – with opportunity for individualized consultation and coaching.



Connect

Meet experts that become part of your network and learn about federal and state programs, services, and grants that many exporters are unaware of.

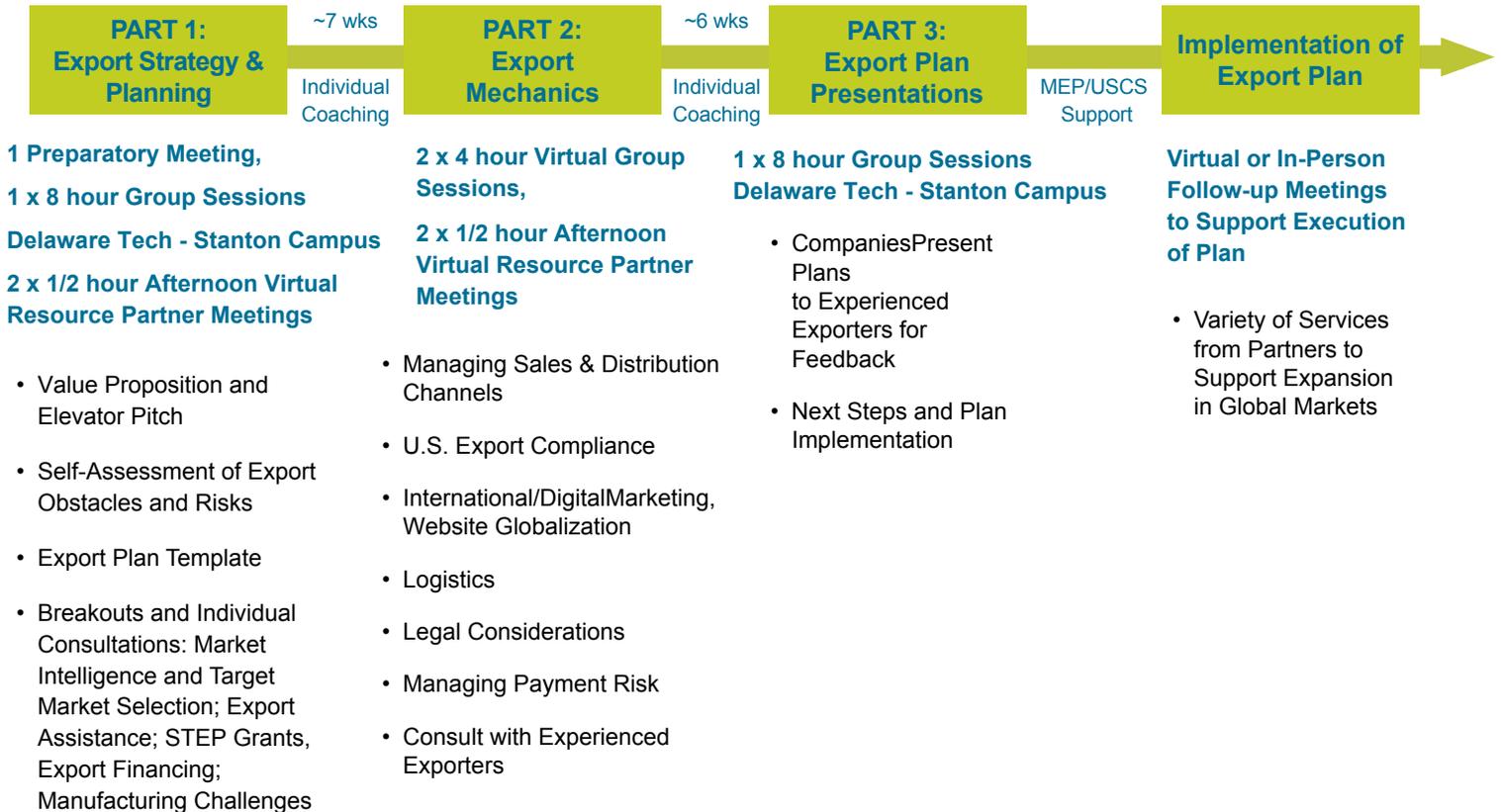


Execute

Execute your plan with the support from expert partner resources that can help you go-to-market while reducing cost and risk.



ExporTech™ Program Timeline



Organizing Partners & Sponsors



Date

Feb. 27 (8 hrs. In-Person)

April 9 & 12 (2 x 4 hrs. Virtual)

May 21 (8 hrs. In-Person)

Pre-meeting and coaching meetings between sessions.

Location

Hybrid Delivery Model:

In-Person Group Sessions @ Delaware Tech - Stanton

Virtual delivery; high speed internet and camera required.

Cost

\$2,000

Check with a DEMEP advisor for available support grants.

For More Information

info@demep.org, 302.283.3131 or
contact a DEMEP Business Advisor