



## EXPORTECH™ IS THE ANSWER

- Generates results, as participants report sales with in 3-6 months at an average sales increase of \$170K
- Facilitates growth, as six NC companies reported an economic value of \$2.4 million
- Provides your company with a systematic process for entering or expanding in global markets
- Connects you with the best international business experts in the region
- Helps you develop a peer-reviewed export growth plan in 12 weeks
- Involves group sessions and individualized coaching
- Moves you from planning to closing export sales
- Offers the resources and credibility of a national program, developed by the Manufacturing Extension Partnership and the U.S. Export Assistance Centers of the U.S. Department of Commerce

## APPLY EARLY, SPACE IS LIMITED

Participation is limited to eight companies, to make sure sufficient time and attention is given to each company's specific challenges.

For more information about ExporTech contact

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Or visit [www.ies.ncsu.edu/courses/exportech](http://www.ies.ncsu.edu/courses/exportech)



## EXPORTECH™ IS COMING TO NORTH CAROLINA

**DATES:** February 16, 2012

March 15, 2012

April 25, 2012

### LOCATION FOR GROUP SESSIONS:

David H. Murdock Research Institute  
150 Research Campus Drive, Room 4522  
Kannapolis, NC 28081

**COST:** \$995 per company for first person and \$225 per person thereafter

**CALL OR EMAIL TODAY AT (704) 480-9653 OR [kevin\\_grayson@ncsu.edu](mailto:kevin_grayson@ncsu.edu)**



## PAST EXPORTECH™ PARTICIPANTS ARE SAYING

*"IES helped us to grow our business during a time that was our slowest ever. We weathered the storm by improving our business during the down time and now we have more customers as a result of the project."*

**David Phillips, Owner**  
IND Tool, Burlington, NC

*"Business is not the same at home as it used to be. Even to be stable, we need new markets. NC State University's ExporTech program helped us to secure more than \$800,000 in new sales, but more importantly, from a new and unexpected market - Russia."*

**Paula Turlington, Vice President**  
SII Dry Kilns, Lexington, NC

*"As a result of the assistance from IES, we created \$2.5 million in new sales revenue and 40 new hires, which has increased our workforce to 170."*

**John H. Clements, General manager**  
Cable Assembly, Whitsett, NC



909 Capability Drive  
Research Building IV  
Raleigh, NC 27606

## YOUR EXPORTECH™ PARTNERS

As an Expotech™ participant, you can have representatives of these organizations on your export planning team.

