

PARTICIPATION AGREEMENT

ExporTech is an Export acceleration program for executives of export ready firms, hosted by **Impact Dakota and the North Dakota Trade Office**. The program is aimed at helping companies become more proactive and aggressive in pursuing international growth, but it requires a sincere and strong commitment of management time to be successful.

This program is designed for CEOs and Vice-Presidents who have overall responsibility to lead international growth.

Company: _____ Website _____

Address: _____

Participant:

Name: _____ Title: _____

Direct phone: _____ E-mail: _____

Additional Participant (recommended)

Name: _____ Title: _____

Direct phone: _____ E-mail: _____

Company Information: *(Information will be kept confidential)*

Dun & Bradstreet # _____

Primary NAICS Code: _____ **Secondary NAICS Code:** _____

Describe your product/service: _____

Describe your markets/customers: _____

No. of Employees: _____ Annual Sales: _____ Sales Goal (\$) for Next Year _____

International Sales: _____ Int'l Sales Goal (\$) for Next Year: _____

Percentage of Total Sales from International: _____ Years of Export Experience: _____

Have you had inquiries about potential international sales (*please circle*)? Yes / No

If yes, what countries were the inquiries from? _____

What countries do you currently sell to? _____

Do you have any international distributor, rep or broker agreements (*please circle*)? Yes / No

If yes, what countries are they with? _____

Do you have a country or region of interest for growth or expansion? _____

What do you see as your company's key challenges in exporting/international sales?

1. _____

2. _____

3. _____

At the moment, in order of priority, what are your company's overall 3 key challenges (other than exporting/international sales)?

1. _____
2. _____
3. _____

What are your goals as a result of your participation in the ExporTech program?

Please Read Carefully and Sign Your Acceptance

The total program cost is over \$5,000 per company and is subsidized by State and Federal programs. Therefore, we are able to offer the program at only \$2,000 per company for up to 3 participants to attend. *North Dakota companies may be entitled to a discount as a ND Trade Office Member, so please contact Sharon May at 701-231-1158 or sharon@ndto.com for more information.*

Payment in full is due upon receipt of the invoice. **You will not be allowed to attend the first session if your payment has not been received.**

Enrollment is limited to only 8 non-competing companies. Therefore, your commitment to fully participate is required, and essential, to the program success for you and for your peer participants.

PLEASE, register me for the ExporTech program starting on February 21, 2018.

- Upon receipt of the invoice, I agree to pay \$2,000 for up to 3 participants to attend.
- To maximize the benefit of the program and to satisfy funding expectations, I agree to:
 - Attend the 3 full days
 - Complete the tasks between meetings in order to prepare an export plan outline
 - Disclose company benefits and impacts from the program to any of the host companies and complete the NIST MEP 3rd party survey.
- I understand that there will be no direct competitors in my group without my consent, and that a Non-Disclosure Agreement will be signed by all participants.

Program Dates/Times **February 21, March 28, and May 2, 2018, each session will be from 8am to 5pm.**

You will be notified of the location as the final selection will be based on the locations of the participants.

Participant Signature _____ Date: _____
Title: _____

Participant Signature _____ Date: _____
Title: _____

Please submit the completed application to Laurie Schaffer at Impact Dakota by mail at: 1929 N. Washington Street, Suite M, Bismarck, ND 58501, email at lauries@impactdakota.com, or by fax at: 701-354-0991.