

## 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(s) (recommended)*

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Direct phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

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 Trade Office members may be eligible for reimbursement through their member benefits. Please contact NDTO at 701-929-6702 or [info@ndto.com](mailto:info@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 March 11, 2020.

- 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 3<sup>rd</sup> 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.

2020 Program Dates/Times **March 11, April 15, and May 20; 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: \_\_\_\_\_

Participant Signature \_\_\_\_\_ Date: \_\_\_\_\_

Participant Signature \_\_\_\_\_ Date: \_\_\_\_\_

**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](mailto:lauries@impactdakota.com), or by fax at: 701-354-0991.**