



Alternative Market Entry Strategies: Major Projects and Multilateral Organization Procurement

Find out how Baron Services, a small Alabama Company, utilized the Multilateral Development Banks to grow their business and increase their profits

When: September 16, 2008 **Time:** 8:30am - 4:00pm

Cost: \$150.00 per person (includes lunch and materials)

Where: Birmingham Regional Chamber of Commerce, 505 North 20th Street, Suite 200
Birmingham, Alabama

This event will focus on educating businesses on alternative sales channels such as the Multilateral Development Banks (World Bank, Inter-American, Asian, African Development Banks), feasibility studies for major projects funded through U.S. Trade Development Agency, the United Nations, etc. Participants will gain an understanding of the unique procurement processes of these organizations as well as how to track opportunities and the project cycles. In addition, financing options through Ex Im Bank and SBA as well as the assistance available through the Commercial Service Office of Advocacy will be covered. The targeted audience will be vendors of products and services as well as consultants. Expert speakers and successful private sector firms will offer their insights to how to take advantage of the multi-billion dollar alternative sales channels.

See below for Program Agenda.

To register please click on the following link or cut and paste into your browser:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q83>

For further information, please contact:

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<http://www.buyusa.gov/alabama>



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Birmingham Regional Chamber of Commerce
505 North 20th Street, Suite 200
Birmingham, Alabama
September 16, 2008

- 8:30 - 9:00 Registration & Networking**
- 9:00 - 9:10 Welcome & Overview**
Thomas Strauss, Regional Director, US Department of Commerce, Atlanta, GA
- 9:10 - 10:10 Selling to the Multilateral Development Banks** (World Bank, Inter-American, Asian, African Development Banks)
David Fulton, Director of Business Liaison, to the World Bank
Carol Moore, Director, Jackson Export Assistance Center, Mississippi
Understanding the Procurement Process, Registering Your Company as a Vendor or Consultant, Tracking Sales Opportunities and the Project Cycle
- 10:10 - 10:30 Break**
- 10:30 - 11:00 Funding Feasibility Studies & Impact on Future Major Projects for U.S. Firms**
Tom Hardy, Chief of Staff, Trade Development Agency
- 11:00 - 11:30 Financing the Transaction**
Dario J. Avello, Business Development Office, Export-Import Bank of the US
Working Capital Programs, Loan Guarantees, and Long-Term Financing Options
- 11:30 - 12:00 Office of Advocacy Center**
David Fulton, Director of Business Liaison, to the World Bank
Assuring U.S. Competitiveness and a Fair Playing Field
- 12:00 - 1:10 Lunch and Networking**
- 1:20 - 2:30 United Nations Procurement**
KL Fredericks, Director, Harlem Export Assistance Center, New York
- 2:30 - 2:45 Break**
- 2:45 - 3:45 Private Sector Perspectives Panel**
Rob Baron, Baron Services
Rod Vera, Plasma Waste Recycling
Challenges of bidding, bid and performance bonds, etc.
- 3:45 - 4:00 Closing Remarks & Adjournment**
Thomas Strauss, Regional Director, US Department of Commerce, Atlanta, GA