THE FACTS ABOUT EXPORTING

WHO’S EXPORTING?

97% of exporters are small or mid-sized businesses.

67% of exporters have fewer than 20 employees.

Exporting works for manufacturers of all sizes!

95% of the world’s customers live outside the United States

5% of the world’s potential customers

BENEFITS OF EXPORTING

Companies that export are 8.5% less likely to go out of business

U.S. companies that export grow faster than non-exporting companies

Exporting provides companies with a diversified sales base and increases productivity

Exporting spurs innovation in product design and applications

If you aren’t exporting, you are only hitting 5% of the world’s potential customers

ExporTech™ is a program designed to accelerate export growth for small and mid-size manufacturers.

GET STARTED TODAY

Some misconceptions can lead companies to believe that exporting isn’t for them, including that the market is “big enough here” and that exporting is too difficult. The facts show a different story:

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The program combines group workshops with individual coaching for each company, leading to an export plan in just 10 weeks. The peer group model, limited to leaders from 4-8 companies, maximizes impact and propels action. The innovative customized workshops help companies extract the specific information they need. Finally, the program builds connections to a team of export organizations that help participating companies go-to-market and implement their export growth plans. ExporTech™ amplifies the impact of other export programs, helping companies get the most out of tradeshows, Gold Key services, country visits and trade missions.

ExporTech by the Numbers

854 COMPANIES PARTICIPATED
161 PROGRAMS COMPLETED
$500K-$700K Average sales when combined with other MEP services
$91K in average cost and investment savings
$400M Total Program Sales to date

“ExporTech has given our company a major competitive advantage -- in knowledge, insight, connections, and support. We’re years ahead of others because of it.” - Raloid Corp

900 W Capitol Suite 400
Little Rock, AR 72201
501-682-1123
www.MFGSolutions.org