

National Export Initiative



International Business Partnership Program
Opening Export Markets Around the World



U.S. TRADE AND DEVELOPMENT AGENCY • WWW.USTDA.GOV



International Business Partnership Program

Bringing Foreign Buyers Together with U.S. Manufacturers and Service Providers — Opening Export Markets Around the World

To achieve the President's goal of doubling U.S. exports over the next five years, the U.S. Trade and Development Agency (USTDA) launched the International Business Partnership Program (IBPP). Under the IBPP, the Agency will increase its support for programs designed to bring procurement officials to the United States to witness U.S. technology and ingenuity firsthand and develop the relationships with U.S. companies necessary to spur increased exports to emerging economies. By increasing investments in technology demonstrations, training and specialized sector-specific workshops and conferences, USTDA is helping U.S. industry create high-paying export related jobs.

The IBPP is based on a history of success opening export markets in emerging economies for U.S.-manufactured goods and services. This success is best demonstrated by the identification of over \$40 in U.S. exports for every \$1 programmed in USTDA-funded activities over the past ten years.

The IBPP will have both short-term and long-term benefits to the U.S. economy. In the short-term, USTDA is putting SMEs to work today by helping define the requirements for sustainable development in emerging economies and making introductions to future sales opportunities. In the long-term, USTDA's program is supporting U.S. participation in large scale projects that benefit from U.S. exports, thus supporting U.S. jobs.

HISTORY OF SUCCESS

- USTDA funded a reverse trade mission for energy officials from Botswana to meet with U.S. leaders in power generation that utilize captured coal-bed methane to meet growing domestic and regional demand for a low cost, environmentally clean and efficient fuel for producing electricity. To date, the relationships developed over the course of the project have led to over \$100 million in U.S. exports of equipment and services.
- Over the past year, USTDA has supported a number of visits to the United States to introduce Chinese aviation officials to U.S. company representatives in an effort to highlight U.S.-manufactured equipment and services necessary for civil aviation development. As a result of these visits, Oshkosh Corporation solidified important relationships with senior Chinese officials that led to the export of over \$31 million in U.S.-manufactured emergency response equipment to China.



- USTDA provided a training grant of \$500,000 to South Africa's State-owned freight logistics group, Transnet, to support the selection of U.S.-manufactured locomotive engines for the company to rebuild its railway fleet. Based in part on this award, General Electric Company was awarded a contract to supply 100 locomotives and engine kits that will be manufactured in GE's Grove City and Erie, PA manufacturing facilities. Not only does this represent a substantial export success, but these new locomotives will also improve fuel efficiency and reduce emissions, contributing to the reduction of harmful greenhouse gas emissions.

For further information about the International Business Partnership Program, contact the U.S. Trade and Development Agency at 703-875-4357.