

METRO PHOENIX EXPORT ALLIANCE EXPORT EXPLORE

The Metro Phoenix Export Alliance (MPEXA) Export Explore program, implemented in 2017, is a tool intended to entice more companies to learn about and grow their export potential. Made possible through a grant provided by JPMorgan Chase & Co., and with support from Sun Corridor EDGE and the Arizona District Export Council, small to mid-sized companies in Greater Phoenix can apply to participate in a workshop series to learn from experts about multiple export-related topics. The program concludes with a “pitch competition” in which participating companies can receive additional resources by elaborating their export goals. A judging panel will select up to 6 companies to receive a \$4,000 grant award to be used to cover eligible future export related business expenses.

This year, we are pleased to announce the Export Explore Graduate Fellowship Program, in partnership with Sun Corridor EDGE, where qualified graduate students from the Thunderbird School of Global Management will be paired, as needed, with the awardees and begin a six-month fellowship in which they conduct research and advise the company as it moves into the next phase of practical export planning and execution.

The workshop series will take place on **October 12 | 8:00 AM- 12:00 PM, October 19 | 8:00 AM- 12:00 PM** and **October 26 | 8:00 AM- 1:30 PM**. The pitch competition will take place on November 1 from 8:00 AM-2:00 PM in Phoenix, Arizona.

This program was made possible with the philanthropic support of JPMorgan Chase & Co.

TERMS AND CONDITIONS

In order to be eligible for the Export Explore Program, the Applicants must:

- a) Be a small or medium-sized enterprise with at least 5 employees, been registered to do business in Arizona for no less than two years (“SME,” a business organization consisting of one or more domestic establishments under common ownership or control independent business having fewer than 500 employees) headquartered in the Phoenix MSA, which encompasses all of Maricopa County and parts of Pinal County;
- b) Have products or services that are market-ready as of the commencement of this program;
- c) Be operating profitably based on operations in the United States. Be willing to share progress with program administrators on a quarterly basis and to tailor success stories as needed for public release;

In order to be eligible for the Export Explore Award, Applicants must:

- a) Be a participant in the Export Explore program
- b) Submit the Export Explore Survey at the end of the program;

c) Be able to participate a pitch competition providing a presentation on your company's export goals in front of 4-5 judges on November 1, 2018 from 8:00 AM- 2:00 PM.

A panel of independent judges (the “Committee”) will select 6 companies to receive the Export Explore award based on how clearly the participant can articulate the following in the material provided:

1. Viability of export opportunity (product or service and export market);
2. Competitive advantage in exporting a product or service;
3. Market potential;
4. What necessary resources the company will be willing to expend to execute their export plan; and
5. How the funds will be used to help the company achieve their export goal.

The decisions of the Committee with respect to the winners are final and binding in all respects and Applicants agree to be bound by its decisions.

The Export Explore Award grant funds must be used for eligible services and activities that support grantees to engage in increased exports and expand their international reach through marketing and business

development. The grant funds must be utilized within 6 months of award. These are examples of eligible expenses.

- Education: Tuition and material costs associated with enrolling in international business programs such as the Arizona Commerce Authority ExporTech Program or other similar educational and training programs.
- Services: Legal, financial, translation, international product certifications, website translation, packaging and labeling, and transportation/logistics consulting.
- Travel: Costs associated with trade missions, trade shows, market intelligence trips, U.S. Commercial Services Gold Key Program, and booth space at a trade show/ expo.

For additional information or questions, please contact Ruth Soberanes at info@mpexa.com.

EXPORT EXPLORE

APPLICATION



Please submit your application, and media consent and release form as one PDF titled: **Export Explore App_Your Company Name** to info@mpexa.com by October 8, 2018 at 5:00pm.

First Name

Last Name

Title

Company Name

Address

City

State

Zip

Website

Email

Phone

Alternate Contact:

First Name

Last Name

Title

Email

Phone

Briefly describe your company, industry, product/service, and past accomplishments: (225 word max.)

Company Activity: (select all that apply)

- Manufacturer
- Service Company (including professional services, SaaS, etc.)
- Other (please specify): _____

What is your company's annual revenue? (Select one)

- Pre-Revenue
- Less than \$500,000
- \$500,001 to \$1 million
- \$1,000,001 to \$2 million
- \$2 million +

What export programs has your company participated in?

- None
- Arizona Commerce Authority EXPORTECH
- Arizona Commerce Authority AZSTEP
- U.S. Commercial Service Gold Key
- MPEXA Export Explore
- MPEXA Export Challenge
- Other (please specify): _____

What year was your company established?

How many employees does your company have?

What percentage of annual revenues are derived from international sales or exports?

What, if any, markets (countries/regions) are you targeting? (If none, put N/A)

1.

2.

3.

4.

List the most important end-users or end-user industries for this product/service:

Does your company have current or previous exporting experience or development of international partnerships? (200 word max.)

Do you have a finished product or service which you provide or export from your location in Greater Phoenix?

- Yes No

How will exporting help your company achieve your goals over the next year? (100 word max.)

Is there anything else you would like to tell us about your company? (100 word max.)

If selected to receive an award in grant funds, are you willing to share progress with program administrators on a quarterly basis and to tailor success stories as needed for public release?

- Yes No

If selected for Export Explore, are you or another company representative available to attend training sessions on the following dates?

Friday, October 12, 8 a.m. - 12 p.m.
Friday October 19, 8 a.m. - 12 p.m.
Friday, October 26, 8 a.m. - 1:30 p.m.

- Yes No

*** INSTRUCTIONS ***

Please SAVE your application and title the submittal as:
Export Explore App_Your Company Name then email to info@mpexa.com.

If you have questions, please email info@mpexa.com.

COMPLETE THE APPLICATION BY OCTOBER 8

MEDIA CONSENT & RELEASE FORM



I hereby consent and authorize an employee or agent of Metro Phoenix Export Alliance (“MPEXA”) to take photographs or motion pictures of me; or to produce videotapes, audiotapes, or other types of media productions that capture my name, voice, and/or image (any of the foregoing types of media are called the “Materials” in this Consent and Release form).

I authorize MPEXA to copyright the Materials, and I authorize MPEXA to use, reuse, copy, publish, display, exhibit, reproduce, license to third party, and distribute the Materials in any educational or promotional materials or other forms of media, which may include, but are not limited to MPEXA publications, articles, magazines, recruiting brochures, websites or publications, electronic or otherwise, without notifying me.

If selected as an Export Explore award recipient, I agree to share non-confidential information on the export plan of the company I represent and authorize MPEXA to utilize its promotional materials and logos. Should called upon, I agree to provide a statement on Export Explore and additional information for the purpose of promoting the program. Additionally, I agree to report success stories to the Export Explore facilitators 6 months after the receipt of the award for sponsor reporting purposes.

I agree that I am participating on a voluntary basis and I will not receive any payment from MPEXA for signing this release or as a result of any publication of the Materials.

Print Name & Company Name

Signature

Date

**If applicable, please share Name & Contact information of your company's media contact:*

Print Name

Email Address

Phone Number

DISCLAIMERS

1. MPEXA does not provide legal advice and is not a law firm. MPEXA is also not a lawyer referral service, and no attorney-client or confidential relationship is or will be created between MPEXA and any of the participants in the programs and competitions described above, or between MPEXA and Service Provider. Any advice, guidance, counsel or representations made by Service Provider to the participants of the programs and competitions described above are the sole responsibility of Service Provider, and in no way constitute advice, guidance, counsel or representations by or from MPEXA, or any affiliate or representative thereof. Moreover, MPEXA does not warrant, guarantee, bond, or otherwise assume responsibility for any legal or other services agreed to be performed by Service Provider, or for any other act or omission to act by Service Provider.
2. Nothing in this document is intended to make MPEXA, the Partners for Economic Innovation, or any service providers recommended hereunder, parties to a joint venture, legal partners, agents or affiliates.
3. By submitting an Application, each Applicant agrees to release and hold harmless MPEXA, the Partnership for Economic Innovation and each of their respective parent companies, subsidiaries, affiliates, sales representatives, distributors, licensees, vendors, agents, advertising and Contest agencies, and all managers, directors, officers, trustees, employees, agents, volunteers, members, or owners of each (the “Released Parties”) from and against any claim or cause of action, for any claims, costs, injuries, losses and damages of any kind arising out of or in connection with the Export Explore Contest, or acceptance, possession, or use of any prize (including, without limitation, attorneys’ fees, claims, costs, personal injuries, losses and damages related to personal injuries, death, damage to or destruction or property, rights of publicity or privacy, defamation or portrayal in a false light, whether intentional or unintentional), whether under a theory of contract, tort (including negligence), warranty or other theory.
4. The Contest and the Official Rules will be governed, construed and interpreted under the laws of the State of Arizona, without regard to choice of law principles. If any controversy or claim arising out of or relating to the Official Rules, or the Contest cannot be otherwise resolved, it shall be resolved in the courts of Maricopa County, Arizona.