
Washington, D.C. Office

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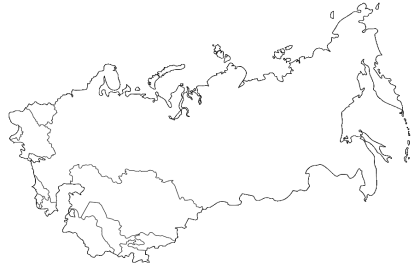


U.S. Department of Commerce
International Trade Administration



New markets
require innovative
approaches...

www.mac.doc.gov/sabit



SABIT operates in the following countries:

Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.

“The SABIT interns of today become the entrepreneurs of tomorrow.”

WILLIAM H. LASH, III
Assistant Secretary of Commerce
for Market Access and Compliance
U.S. Department of Commerce

SABIT

While Eurasian markets are full of opportunity, there are an equal number of risks that must be managed for this potential to be realized. Success comes from defining the *right* strategy - the *right* approach, an *innovative* approach. The **Special American Business Internship Training Program (SABIT)** offers just that.

Providing U.S. organizations with innovative training programs that reduce market access barriers and minimize commercial risks, SABIT has helped more than 1,000 organizations develop relationships with potential customers, distributors, and partners in Eurasia.

SABIT manages two training programs that assist organizations in defining the *right* approach:

- The **Grants Program** covers a share of the costs of hosting Eurasian managers and scientists for three to six months of professional training.
- The **Group Program** invites delegations to the United States for four weeks of industry-specific training at sites across the country.

Relationships
based on trust are the
most significant aspect of
business in Eurasia.

Relationships



Promoting Partnerships and Generating Results

**“Compressor Controls Corporation
has succeeded and . . . continues to
succeed in Eurasia because
of SABIT.”**

STAN PSHONIK
Director, Corporate Communications
Compressor Controls Corporation

**“The information and resources
offered by BISNIS and SABIT . . .
are exactly what the business
community wants and needs from
the Commerce Department.”**

EUGENE K. LAWSON
President
U.S.- Russia Business Council

**“The SABIT program allowed us to
meet and impress foreign officials
and business persons in whose
countries we have a commercial
interest and with whom we might
have business dealings
in the future.”**

BRUCE HATTON
Vice President and General Manager
McDermott International, Inc.

- SABIT has facilitated more than \$220 million in export revenues and overseas investment.
- A high percentage of hosts enter into joint ventures, distribution agreements, and contractual arrangements with their trainees.
- Hosts have formed cooperative research and development partnerships with Eurasian scientists that have led to the development and commercialization of marketable research and technologies.
- Through the transfer of local knowledge from trainees, hosts have achieved continued success in areas such as market access, certification, customs, taxation, logistics, forming contacts, and accessing marketing data.
- Hosts operating in Eurasia have expanded relationships with existing partners and established additional regional representative offices.

For specific examples of how organizations have used the SABIT Training Program to achieve results in Eurasia, visit www.mac.doc.gov/sabit.

Results

Public-private
partnerships form a basis
for business development
and lead to results.



SABIT Grants Facilitate International Cooperation

“Since 1995 when Hoffman was first introduced to SABIT, I have found it to be a strong tool in promoting the export of U.S. products and services as well as American business practices.”

MUSYA TUMANYAN
Vice President
Hoffman International, Inc.

“Hundreds of you [SABIT alumni] have gone through this Commerce Department training program . . . so that you would come to understand how the free market works, and how much it can benefit people . . . your family, your friends, your neighbors, and your fellow citizens.”

DONALD L. EVANS
Secretary of Commerce
U.S. Department of Commerce

SABIT offers competitive grants to cover a share of the costs of hosting mid- to senior-level Eurasian managers and scientists for three to six months of professional training in U.S. business practices. Any profit or non-profit organization or institution may apply. The **SABIT Grants Program** is ideally suited for small and medium-sized businesses that are new-to-market exporters or first-time exporters looking to establish long-term relationships with potential customers, distributors, and partners.

Structured as reimbursable awards, the grants cover:

- Round-trip airfare from trainee’s home country.
- \$34 per diem for trainee.
- Up to \$750 per month for housing costs.

SABIT accepts applications once a year. Register to receive notification when funding is available at www.mac.doc.gov/sabit, or send an e-mail to sabitapply@ita.doc.gov.

Reducing market access barriers and the risks of doing business in Eurasia.



Exposing Eurasian Decision Makers to U.S. Products and Business Practices

“SABIT is an excellent tool for facilitating business relationships. I would recommend it to any firm interested in developing business ties in Eurasia.”

JOE ALGEO
Marketing Manager
Arbor Crest Wine Cellars

“We at TDW believe that we have not only established a business relationship with the trainees but we have brought our countries closer together, making the world a little smaller, having a better understanding of one another, and hopefully making the world a better place to live. We will continue to participate in this program.”

LARRY PAYNE
Manager, Pigging Products
T.D. Williamson, Inc.

The **SABIT Group Program** invites delegations of non-English speaking managers and technical experts to the United States for four weeks of industry-specific training at sites across the country. SABIT arranges group logistics and covers costs associated with accommodations, transportation, and simultaneous interpretation.

In addition to attending conferences and round tables, trainees visit a variety of public and private sector companies, institutions, and associations. Hosts volunteer to share their knowledge and expertise with delegations through presentations and site visits, which vary in length from a few hours to several days.

Organizations interested in hosting a specific delegation are encouraged to contact SABIT. An updated Group Program schedule is available at www.mac.doc.gov/sabit.

The future is shaped through constructive dialogue and mutual understanding.

Past Participants

SABIT programs are responsive to the interests of the U.S. business and scientific communities, and they address the technical assistance needs of Eurasia. Since 1990, more than 1,000 organizations have hosted over 2,500 trainees. Participants conduct business in various sectors, such as energy, telecommunications, agribusiness, and scientific research. Small and medium-sized businesses, industry associations, scientific research institutions, and non-profit organizations have all benefited from SABIT programs. Participants have included such organizations as:

3M	Halliburton Company
Albany-Tula Alliance	Honeywell International
American Iron and Steel Institute	Kaiser Permanente International
American Road and Transport Builders Association	Kennedy Krieger Research Institute
Association of American Railroads	Kentucky Broadcasters Association
Boeing	Lonely Planet Publications
Cargill, Inc.	Louis Berger Group
Caterpillar, Inc.	Maryland Department of Agriculture
Central Fairfax Chamber of Commerce	National Roofing Contractors Association
Chevron Texaco Corp.	National Trust for Historic Preservation
Colorado School of Mines	Port of Tampa
Financial Services Volunteer Corps	Raytheon
Florida Power and Light	U.S. Pharmacopoeia
General Electric	University of Arkansas Medical Sciences
Goodwill Industries, Inc.	University of Louisville Research Foundation

A list of the small and medium-sized businesses, industry associations, scientific research institutions, and non-profit organizations that have benefited from SABIT programs is available at www.mac.doc.gov/sabit.

Responsive to the
business and scientific
communities and the
dynamic Eurasian
business climate.