

U.S. Government Resources

U.S. Department of Commerce

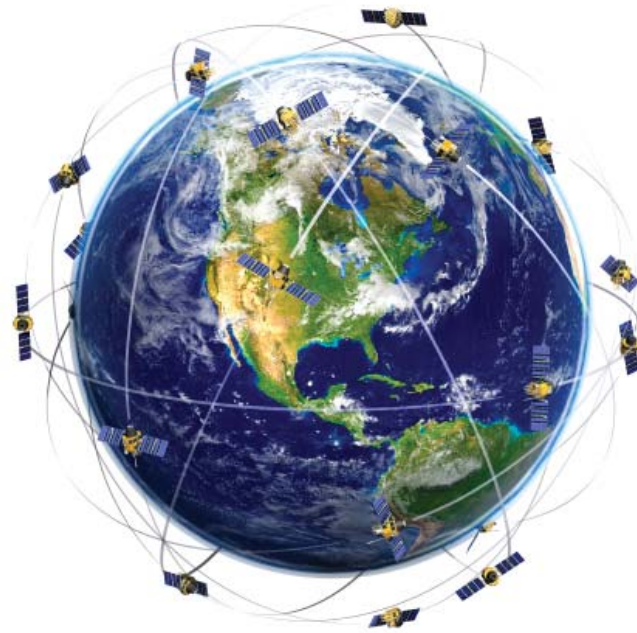
The Millennium Challenge Corporation

The Export-Import Bank

Small Business Administration

Overseas Private Investment Corporation

U.S. Trade and Development Agency



INTERNATIONAL
TRADE
ADMINISTRATION

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Air Navigation Procurement:

A U.S. Government Resource Guide

www.export.gov

U.S. Department of Commerce

The U.S. Department of Commerce International Trade Administration (ITA) promotes the export of U.S. goods and services and the international competitiveness of U.S. industry. ITA can help buyers make connections with U.S. experts on aviation infrastructure and air traffic management procurement. ITA also can help match buyers with U.S. companies capable of providing state-of-the-art solutions fully compliant with the ICAO Aviation System Block Upgrade initiative, especially through the Commercial Service. Located across the United States and in U.S. Embassies and Consulates in nearly 80 countries, the Department's U.S. & Foreign Commercial Service helps foreign buyers locate U.S. products, services, and business partners; meet suppliers and partners face-to-face; and participate in U.S. trade shows. For governments issuing RFPs, the Commercial Service can help promote the project to hundreds of U.S. companies. For more information, please contact Jonathan Alvear at jonathan.alvear@trade.gov or visit the Commercial Service website at <http://www.trade.gov>.

Millennium Challenge Corporation

The MCC provides large-scale grants to fund projects that will reduce poverty through sustainable economic growth and poverty reduction. Countries are selected by the MCC's Board based on policy performance. Selected countries then identify projects that are funded through a five-year compact. For more information, visit: <http://www.mcc.gov>.

The Export-Import Bank

The Export-Import Bank of the United States (Ex-Im Bank) is an independent federal agency that fills gaps in private export financing. Ex-Im Bank offers support to foreign purchasers of U.S. aviation products, including airport and air traffic management equipment. Typically, buyers of U.S. products can obtain lender financing with longer terms and lower interest rates with the Bank's loan guarantee. The Bank also covers aircraft, spare parts, ground equipment, training costs, and transaction expenses. To learn more, visit <http://www.exim.gov>.

Small Business Administration

SBA's Office of International Trade provides a number of export loan guarantee programs specifically targeted at small U.S. businesses. For example, SBA's Export Working Capital Program can help small companies obtain the working capital necessary to complete export orders, providing funding from purchase order to final collections. Other loan programs can provide funding to develop foreign markets and to expand domestic production capacity in order to be growing international demand. Qualifying U.S. firms can access these and other SBA programs through 19 U.S. Export Assistance Centers, SBA district offices, and a variety of service-provider partners. For more information, visit: <http://www.sba.gov/content/export-loan-programs>.

The Overseas Private Investment Corporation

OPIC, the U.S. Government's development finance institution, provides medium- to long-term funding through direct loans and loan guarantees to eligible investment projects in developing countries and emerging markets. By complementing the private sector, OPIC can provide financing in countries where conventional financial institutions often are reluctant or unable to lend. Additionally, OPIC's political risk insurance enables U.S. businesses to take advantage of commercially attractive opportunities in emerging markets, providing protection in a variety of situations, including political violence, expropriation or other government interference, and currency inconvertibility. For more information, visit <http://www.opic.gov>.

U.S. Trade and Development Agency

USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries. The hallmark of USTDA assistance is building partnerships that bring proven private sector solutions to developmental challenges. For more information, visit <http://www.ustda.gov>.