



INTERNATIONAL
TRADE
ADMINISTRATION

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U.S. MARITIME TECHNOLOGY EXPORT INITIATIVE

APPLICATIONS REVIEWED ON A ROLLING BASIS

The Maritime Alliance (TMA) has partnered with the International Trade Administration, part of the U.S. Department of Commerce, to organize an initiative to increase exports from small and medium sized maritime technology companies throughout the United States. With partial funding through the Market Development Cooperator Program (MDCP), the U.S. Maritime Technology Export Initiative (USMTEI) will focus on markets primarily in Europe and Latin America, and help offset the cost for companies to exhibit at trade shows and participate on organized trade missions.

For 2019, U.S. companies are invited to apply to participate in one or more of the industry trade shows listed on the next pages. For additional details, please visit www.bluetechevents.org.

TESTIMONIALS

"TMA and ITA exceeded my expectations with the USMTEI. We had a packed schedule before, at, and after Ocean Business meeting with companies and organizations in our industry. You would be hard pressed to find another way to open as many doors in such a short amount of time."

- Mark Gundersen – President & CEO, Marine Advanced Research

"As a young small business, the programs offered by USMTEI, TMA, and ITA provided us with an invaluable opportunity to reach new customers and companies. We hope to participate again and would highly recommend the program."

- Rusty Jehangir – Founder, Blue Robotics

"TMA was able to organize a high visibility exhibit and facilitate industry networking. It resulted in a very valuable trade show for our company as we were able to obtain feedback on our product, generate sales leads and gather international manufacturer representative contacts."

- Charles Cousin – CEO, Greenwave Instruments

Contact Shara Narsipur – Project Coordinator, The Maritime Alliance (TMA)
Email: snarsipur@themaritimealliance.org

Oi oceanology international[®] AMERICAS

25-27 FEBRUARY 2019
SAN DIEGO CONVENTION CENTRE, CA

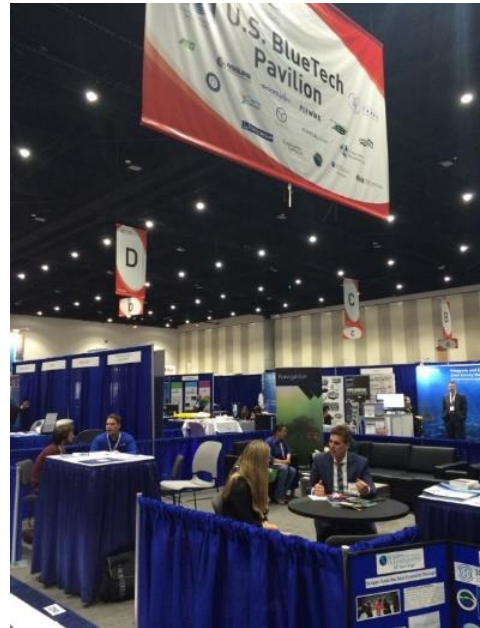
February 25-27, 2019 (San Diego Convention Center, CA)

TMA BlueTech Pavilion (1,200 sq. feet total)

Oceanology International Americas (OiA) is a world-class exhibition and conference that enables organizations to reach buyers from key market regions and sectors, and help them improve their strategies for measuring, developing, protecting and operating in the world's oceans.

\$2,500 per company (discounted ~40% to normal rate) includes a 5'x10' pipe and drape booth in the TMA BlueTech Pavilion, with a cabinet and waste basket, exhibitor listing, meeting areas and signage, along with B2B networking, receptions and TMA support. Electrical and wifi internet are extra.

Up to 16 U.S. companies will be accepted



ocean BUSINESS 19

Southampton, UK • 9-11 April

April 9-11, 2019 (National Oceanography Centre)

TMA BlueTech Pavilion (Stands V5 & W1)

(50 sq. meters, or 538 square ft total)

Ocean Business 2019 is a three-day international exhibition of technology and services backed by a program of hands-on training and demonstration workshops. There will likely also be meetings on Monday, April 8th & Friday April 12th with European businesses and clusters.

\$2,750 per company (discounted ~40% to normal rate) includes a 1-meter pod in the TMA BlueTech Pavilion with poster signage, cabinet, electrical, exhibitor listing, meeting areas and hotel lodging for 6 nights for one person, along with B2B networking, group dinners, networking receptions, TMA support and possible site visits in Southampton. Each additional person is \$1,000. Individuals are responsible for their own travel arrangements. Space can be configured to accommodate up to two 3m x 3m stands for \$5,500.

Ocean Business is SOLD OUT, however TMA will accept up to 12 U.S. companies in its pavilion





June 4-7, 2019 (Norway Trade Fairs, Oslo)

TMA BlueTech Pavilion in the Blue Economy Hall (A)
(48 sq. meters, or 516 sq. feet total)

Nor-Shipping is at the center of the oceans. This is where the maritime and ocean industries meet every two years – a natural hub for key decision makers from across the world to connect, collaborate and to unlock new business opportunities.

Nor-Shipping has historically attracted 30,000 attendees focused on shipping and transport value chains. For the first time, the trade will devote an entire hall – the Blue Economy Hall – at Nor-Shipping 2019 to showcase “tomorrow’s business solutions today.” The move marks a further step in Nor-Shipping’s evolution, following a recent re-branding exercise and revitalized focus on creating fresh ocean opportunities for its core maritime audience including “Think Tank” sessions, Blue Talks, and other side events. Learn more at www.nor-shipping.com/blue-economy-hall/. The TMA BlueTech Pavilion will be front and center of that effort.

\$3,250 per company includes a 1-meter exhibition pod in the TMA BlueTech Pavilion with poster signage, cabinet, exhibitor listing, meeting areas and hotel lodging for 6 nights for one person, along with B2B networking, TMA group dinners, networking receptions, and TMA support. Each additional person is \$1,500. Individuals are responsible for their own travel arrangements and most meals. Please inquire about opportunities for additional space in the TMA BlueTech Pavilion if of interest.

Up to 14 U.S. companies will be accepted



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TMA will coordinate all aspects related to the trade show pavilion space and will coordinate lodging arrangements for the international trade shows.

Benefits and responsibilities of participating in the export initiative are listed below.

Benefits

- Pre-event webinars on foreign markets and industry briefings.
- Media and publicity about your company's selection for the Export Initiative.
- Export counseling meetings and other export promotion services organized by the U.S. Commercial Service and **TMA**.
- Up to three customized, pre-screened B2B meetings with prospective partners per event.
- Invitations to VIP networking receptions.
- Possible site visits to local maritime, port and **BlueTech** organizations when traveling abroad.

Responsibilities

- Agree to pay 100% of the fees (significantly discounted to normal rate) within 30 days of invoicing. **TMA is unable to provide refunds on cancellations.**
- Attend planned receptions and meetings as organized.
- Submit a confidential quarterly report to **The Maritime Alliance** to share your export results based on your participation in program activities including number of contacts made, number of leads generated, number and dollar value of sales, contracts formed, and any other examples of your success in developing exports or partnerships abroad. **Federal policies require reports for four (4) quarters following the event.**
- If the U.S. International Trade Administration or **The Maritime Alliance** would like to publicize any of your success, we will ask for your approval in writing.

APPLY TODAY or visit www.BlueTechExports.org for more information