



INTERNATIONAL
TRADE
ADMINISTRATION



U.S. Department of Commerce's Export Programs at Offshore Technology Conference 2020

Business-to-Business (B2B) and Business-to-Government (B2G) Meetings

The U.S. Department of Commerce (Commerce), in partnership with the Offshore Technology Conference (OTC), is recruiting international buyer delegations from 25 countries to attend OTC 2020. Delegations will be led by U.S. Embassy officials and include public and private sector representatives.

To facilitate international trade and increase U.S. exports to these markets, Commerce is organizing the following complimentary programs for U.S. companies exhibiting at OTC:

Business-to-Business (B2B) Matchmaking Meetings

Meet with international buyers who are looking to partner with and buy from U.S. exhibitors at OTC. Commerce recruits approximately international buyer delegates from around the world to attend OTC each year. Through Commerce's online registration system, U.S. exhibitors and international buyer delegates can review each other's profiles and then accept or reject meeting requests. This service can take place at the exhibitor's booth or Commerce's International Trade Center, NRG ARENA, Second Level, Room 2. Registration will be live on March 1 at <https://connect.eventtia.com/es/dmz/otc/website>.

Business-to-Government (B2G) Market Counseling Meetings

Meet with U.S. Embassy Oil and Gas Commercial Specialists, to receive individualized export counseling on current trends; best market entry/expansion strategies; and opportunities for your business. These 30-minute export counseling meetings can also address finding an appropriate overseas partner, effective international sales strategies, best practices for exporting, foreign regulations, and trade barriers. This is also an excellent opportunity for the U.S. Embassy delegation leads to introduce you to their international buyer delegates, who may be an appropriate fit for doing business with

your company. Registration will be live on March 1 at <https://connect.eventtia.com/es/dmz/otc/website>.

Countries Currently Recruiting International Buyer Delegations								
 Algeria	 Angola	 Argentina	 Australia	 Bahrain	 Brazil	 Colombia	 Ecuador	 Ghana
 India	 Indonesia	 Italy	 Kazakhstan	 Kuwait	 Mexico	 Mozambique	 Nigeria	 Oman
 Pakistan	 Papua New Guinea	 Poland	 Saudi Arabia	 United Arab Emirates (UAE)	 Ukraine	 Vietnam		

For more information on how to register for these programs, contact Peter Tataris (Peter.Tataris@trade.gov) or Steven Garrett (Steven.Garrett@trade.gov).



Also stop by Commerce's **International Trade Center** in the NRG ARENA, Second Level, Room 2 to learn more about the delegations attending and programs offered.