

# Group Program



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

The **Special American Business Internship Training (SABIT)** Program offers organizations the opportunity to expose their products and services to potential business partners or customers in Eurasia. Participation in the SABIT Group Program enables organizations to establish new contacts in these emerging markets, and to network with Eurasian counterparts. The Group Program encourages U.S. exports and investment in Eurasia and assists economic restructuring by bringing 15 to 20 non-English speaking managers and technical experts to the United States for four weeks of industry-specific training at companies and sites across the country. SABIT arranges group logistics and covers costs associated with accommodations, transportation, and simultaneous interpretation. The SABIT Standards Program is a related program, jointly managed by the National Institute of Standards and Technology, which targets government standards and conformity assessment specialists, who serve as gatekeepers for the entry of U.S. products into Eurasian markets.

### Eligibility

Any American profit or non-profit organization or institution may apply to serve as a host. 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. The Group 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, or partners. *For examples of how organizations have used the SABIT Group Program to achieve commercial success and organizational objectives in Eurasia, please visit [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit).*

### Program Administration

The SABIT Group Program provides participants with technical training and exposure to U.S. business practices, products, and technologies. Each training session begins with an orientation in Washington, D.C. that includes overviews of relevant industries, the U.S. government, American culture, financing mechanisms, free market dynamics, and business plan development. The orientation is followed by several weeks of training with organizations involved in the industry. In addition to attending conferences and roundtables, trainees visit a variety of public and private sector companies, institutions, and sites. This format provides the group with both a broad perspective of the industry and detailed information about specific companies, products, and services.

SABIT arranges group logistics and covers costs associated with accommodations, transportation, and simultaneous interpretation, minimizing host company costs and maximizing the benefit derived by both hosts and visitors. SABIT pays for each trainee's international airfare from Moscow, all domestic airfare between training sites, \$34 per diem, housing, and insurance, and provides two interpreters and a facilitator to assist each group.

### Applying to Host a Delegation

Interested organizations are encouraged to contact SABIT to find out more about hosting a specific training group.

**More detailed information on hosting a delegation and a schedule of 2004 programs are available at [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit).**



# SABIT

U.S. DEPARTMENT OF COMMERCE • SABIT PROGRAM

FRANKLIN COURT BUILDING, SUITE 4100W

1401 CONSTITUTION AVENUE, NW • WASHINGTON, DC 20230 • PHONE (202) 482-0073



**“Compressor Controls Corporation has succeeded and, most importantly, continues to succeed in Eurasia in a large part because of the SABIT Training Program. We derive clear and tangible benefits from hosting trainees. The value of this program is tremendous to our company.”**

STAN PSHONIK  
*Director, Corporate Communications*

### Compressor Controls Corporation Supplies \$500 Million in Equipment to GAZPROM

Compressor Controls Corporation (CCC), a medium-sized supplier of turbomachinery control solutions headquartered in Iowa, has cultivated relationships with several trainees through the Grant Program that have allowed the company to thrive in the Eurasian market. The SABIT Training Program is “an excellent example of cooperation between government and private businesses. It is a program that really fits our business model perfectly. It enables us to train a large number of specialists and managers, who, subsequently, either actively promote CCC energy-saving technologies in their respective industries, or become full-time core employees and commercial and engineering managers,” says Pshonik.

In addition to opening a representative office in Moscow, CCC has formed a joint venture with a St. Petersburg-based company to sell its products in Russia. The company's established presence in Eurasia allowed it to sign an ongoing, long-term contract with the Russian natural gas company GAZPROM. The contract has already generated over \$500 million in revenue. CCC also has several other contracts in Eurasia, totaling tens of millions of dollars. “Most of the three-fold increase in revenue and employment at CCC since 1992 can be attributed to our strong market position in Eurasia,” observes Pshonik. “We are training several people from Uzbekistan this year under our newest grant who will be at the core of our Central Asian business expansion.”