

ADVOCACY QUESTIONNAIRE

By submitting this Advocacy Questionnaire, your company agrees to allow the Advocacy Center to share this document and the information contained herein and in any supplementary materials, on an as-needed basis, with other United States Government agencies to carry out appropriate due diligence and to more effectively advocate for your interests. Your responses to the questionnaire, and any supplementary materials provided by your company, are considered business confidential and will not be shared with any other person or organization outside the U.S. Government unless the Advocacy Center is given permission to do so by your company. (Supplementary materials include, among other items, written correspondence and verbal communication.) All business confidential information will be protected from disclosure to the extent permitted by law.

Project

Name of Project: _____
Location: _____
Country: _____

Applicant

Full Corporate Name: _____
Headquarters Address: Street _____ City _____
State/Province _____ Postal Code _____ Country _____
Place of Domicile: _____
Ownership: _____
(Identify any parent companies and the percentage of ownership of each parent)
Annual Sales (\$): _____
Number of Employees: In U.S.A. _____ Outside U.S.A. _____
Website (URL): _____

Contact Person

(This section must be completed if the applicant is represented by any independent third-party representative, consultant, or agent in connection with this application).

First Name: _____ Last Name: _____ Title: _____
Company: _____ Telephone: _____ E-mail: _____

Certification

The undersigned, being so authorized, certifies on behalf of the applicant that, to the best of his/her knowledge, the information provided herein is complete and accurate, all supplementary materials (as defined above) that may be provided at a later date shall be complete and accurate, and that the Company is in compliance with applicable U.S. law.

[Signature of Authorized Company Official]

[Signature of Authorized Official of Bidder of Record, if applicable]

[Type/Print Name]

[Type/Print Name]

[Title] [Date]

[Title] [Date]

I. PROJECT

1. Please provide a description of the overall project.

2. Please list the foreign government entity or entities responsible for awarding the project and other officials who may have influence over the project.

3. What is the current status of the project? (Include company interactions with foreign government decision-makers to date.)

4. Please provide the specific timeframe for when project actions will take place and when decisions will be made (if known).

Interim decision date(s): _____

Final decision date: _____

5. Please indicate below the best estimate or actual dollar values contributed to this project. Identify separately value(s) to be provided by domestic and/or foreign partners in a consortium, if applicable:

- a) U.S.-sourced goods provided by your company _____
- b) U.S.-sourced services provided by your company _____
- c) U.S.-sourced goods provided by other companies _____
- d) U.S.-sourced services provided by other companies _____
- e) **Total U.S.-sourced goods/services**
(a + b + c + d) _____
- f) Foreign-sourced goods provided by your company _____
- g) Foreign-sourced services provided by your company _____
- h) Foreign-sourced goods provided by other companies _____
- i) Foreign-sourced services provided by other companies _____
- j) **Total Foreign-sourced goods/services**
(f + g + h + i) _____
- k) **Total Project Value (e + j)** _____
- l) **Percent U.S.-sourced goods/services (e ÷ k)** _____ %

6. Please list *all* project goods and/or services, whether U.S.- or foreign-sourced. Please include quantity, if applicable:

Please identify which of the project goods/services are U.S.-sourced:

a) U.S.-sourced goods/services provided by your company:

b) U.S.-sourced goods/services provided by other companies:

List the names and locations of other companies supplying U.S.-sourced goods or services as part of your company's bid or proposal: *(If needed, list any additional companies in a separate attachment.)*

| | |
|----------------|-----------------|
| Company: _____ | Location: _____ |
| Company: _____ | Location: _____ |
| Company: _____ | Location: _____ |
| Company: _____ | Location: _____ |

c) From which U.S. state(s) would exports be made, should you be awarded the project? *(If needed, list any additional states in a separate attachment.)*

| | |
|--------------|--------------|
| State: _____ | State: _____ |
| State: _____ | State: _____ |
| State: _____ | State: _____ |

Please identify which of the project goods/services are foreign-sourced:

d) Foreign-sourced goods/services provided by your company:

| |
|--|
| |
|--|

e) Foreign-sourced goods/services provided by other companies:

| |
|--|
| |
|--|

Please list the name and location of companies supplying foreign-sourced goods or services as part of your company's bid or proposal: *(If needed, list any additional companies in a separate attachment.)*

Company: _____ Location: _____
Company: _____ Location: _____
Company: _____ Location: _____
Company: _____ Location: _____

7. Bidder of Record:

a) Is your company the Bidder of Record? *(Please check one)*

Yes No

b) If not, please provide the name and nationality of the Bidder of Record:

Name: _____ Nationality: _____

II. PARTNERSHIPS AND CONSORTIA

1. Is your company bidding in a partnership or consortium with other companies?

Yes No

a) If yes, please list below: *(If needed, list any additional partners in a separate attachment.)*

| | Partner 1 | Partner 2 | Partner 3 |
|-----------------------|------------------|------------------|------------------|
| Company Name | | | |
| Contact Name: | | | |
| Title: | | | |
| Nationality: | | | |
| Telephone: | | | |
| Email address: | | | |

III. COMPETITORS

1. Please identify your competitors for this project: *(If needed, list any additional competitors in a separate attachment.)*

a) U.S. competitors:

Company: _____ Location: _____
Company: _____ Location: _____
Company: _____ Location: _____
Company: _____ Location: _____

b) Foreign (non-U.S.) competitors:

Company: _____ Nationality: _____
Company: _____ Nationality: _____
Company: _____ Nationality: _____
Company: _____ Nationality: _____

IV. LICENSING AND APPLICATIONS

1. Advocacy Type:

a) Is this a request for *(please check only one)*:

Commercial (non-defense) Advocacy? Defense Advocacy?

b) If this is for Defense Advocacy, is this a *(please check only one)*:

Foreign Military Sale (FMS)? Direct Commercial Sale (DCS)? To be decided

2. Export Licensing:

a) Are there items or technology to be exported in connection with this project that require U.S. Government export licenses?

Yes No

b) If yes, please list the license and/or application number(s) and their status:

License/Application Number(s): _____

Status of Application: _____

V. FINANCING

1. How will the project be financed? _____

2. Has your company, the tendering authority, or any member of your consortium applied for financing/support from any public finance institution (e.g. Multi-lateral development banks, EXIM Bank, TDA, OPIC, foreign export financing agencies)?

Yes No

a) If yes, please provide the institution and status of the application(s):

b) If no, please indicate whether you plan to seek such financing/support in the future:

Yes No

VI. REQUESTED ASSISTANCE

1. Reason for requested assistance:

2. Please highlight the competitiveness of your company's bid or proposal in terms of technology, price, full lifecycle cost, best value, or other factors:

3. Is your company or any of its partners or consortia members receiving advocacy or any other assistance from a foreign government for this project?

Yes

No

a. If yes, please list the foreign government(s), and partner(s), if applicable:

AGREEMENT CONCERNING BRIBERY AND CORPORATE POLICY PROHIBITING BRIBERY

Agreement:

_____ (“the Company”) is requesting U.S. Government advocacy support in connection with its project or procurement to supply _____ (*Goods or Services*) to _____ (*Tendering Authority*) in _____ (*Foreign Country*).

In connection with this request, the Company agrees that it and its agents and Affiliates:

- (1) Have not and will not engage in the bribery of foreign public officials in connection with the above-described project or procurement; and
- (2) Maintain and enforce a policy that prohibits the bribery of foreign public officials.

The Company understands that failure to comply with this Agreement may result in the denial of commercial advocacy.

Definitions:

For the purpose of this Agreement:

The term “*Affiliate*” means (a) any company that holds, directly or indirectly, a majority of the voting stock of the Company; and (b) any other company the majority ownership of whose voting stock is held, directly or indirectly, by the Company or by a company described in (a).

The term “*bribery of foreign public officials*” has the meaning of the “*bribery of foreign public officials*” in the Convention on Combating Bribery of Foreign Public Officials in International Business Transactions. In addition, for companies that are subject to the Foreign Corrupt Practices Act of 1977 (FCPA), as amended, the term “*bribery of foreign public officials*” refers to practices prohibited by the FCPA (see 15 U.S.C. §§ 78dd-1, 78dd-2, and 78dd-3).

[Name of the Company]

[Name of the Company]

[Signature of Authorized Company Official]

[Signature of Authorized Official of the Bidder of Record]

[Type/Print Name]

[Type/Print Name]

[Title] [Date]

[Title] [Date]