



U.S. Commercial Service

Trade Advocacy for U.S. Companies

Level the Global Playing Field for International Procurement.

International business is easier today than ever, and exporting to foreign government customers is one of the most lucrative opportunities. That is unless your company encounters an unfair evaluation of your proposal, aggressive foreign government support of competing offers, a questionable procurement process, or bureaucratic red tape. We're here to help.

Count on the U.S. Commercial Service's Advocacy Center to level the playing field for your company. With offices across the United States and in U.S. Embassies and Consulates in nearly 80 countries, our global network of trade professionals opens doors that no one else can.

We coordinate strategies for focusing U.S. Government resources to engage foreign governments and ensure that U.S. products and services have the best possible chance to compete abroad. Our goal is to ensure that international contract awards are based on a full and fair evaluation of the commercial and technical merits of all offers.

U.S. Commercial Service—Connecting you to global markets.





“We feel this letter clearly demonstrated to China Construction Bank that Corgan was capable of delivering a first-class project. As our first major commission in mainland China, this project has catapulted our name into the market.”

—David W. Marquard
Chief Executive Officer
Corgan Associates, Inc.

The U.S. Commercial Service’s support for their proposal helped Corgan Associates, Inc. lead a consortium of architectural and engineering consultants to win a “green build” office complex contract for the new China Construction Bank in Wuhan, China. The small Dallas, Texas firm values their project at \$1.6 million.



Trade Advocacy Services

- Receive government-to-government support in promotion of U.S. exports and employment.
- Counter foreign government advocacy and political pressure.
- Benefit from transparency and fairness in the tender processes.
- Leverage partner U.S government agencies in the Trade Promotion Coordinating Committee.

A Compelling Strategy

Our process is designed to ensure credible support of the national interest and engagement of U.S. Government officials, leading to more effective advocacy for your firm. The steps include:

1. Your firm submits an Advocacy Questionnaire and Anti-Bribery Agreement.
2. We vet companies to ensure that only reputable and legitimate businesses receive U.S. Government support.
3. We coordinate interagency determination that providing advocacy is in the U.S. national interest.
4. We work with the U.S. Embassy to create the best Advocacy strategy.
5. Your firm receives coordinated U.S. Government support for your international bid.

Proven Trade Expertise

The U.S. Commercial Service helps U.S. businesses succeed in markets around the world. Whether you're looking to make your first export sale or expand to additional international markets, we offer the trade counseling, market intelligence, business matchmaking, and commercial diplomacy you need to connect with lucrative business opportunities.

Contact us today to connect with a world of opportunity.
Visit export.gov/advocacy or call (202) 482-3896.



INTERNATIONAL
TRADE
ADMINISTRATION

U.S. Commercial Service

1401 Constitution Ave., NW
Washington, DC 20230

export.gov/advocacy

(202) 482-3896