



## SABIT PROGRAM

### PROMOTING PARTNERSHIPS, GENERATING RESULTS

#### IMPACT

The **Special American Business Internship Training Program (SABIT)** promotes commercial partnerships for U.S. companies and organizations operating in Eurasian markets. SABIT has generated nearly \$300 million in export revenue and overseas investment for U.S. companies, which equates to \$5.31 for every dollar of SABIT's budget since the beginning of the program. American participants in SABIT programs have witnessed increased sales volumes in Eurasia, have established and extended partnerships with Eurasian companies, and have capitalized on investment opportunities in these markets.

#### MARKET ACCESS

Through its training programs, SABIT helps open Eurasian markets for U.S. companies by providing opportunities for business development. The relationships formed through SABIT have resulted in the formation of a wide variety of commercial partnerships, from joint ventures and overseas representation, to distributorships and technology licensure. U.S. companies have built relationships with Eurasian partners that generate bottom line results.

SABIT provides mutually beneficial technical assistance to both U.S. and Eurasian participants. Eurasian trainees receive knowledge and skills that facilitate market-based reforms and civil society development in their region. U.S. companies gain valuable information and support on market access issues such as customs, taxation, logistics and market research.

#### ALUMNI NETWORK

SABIT's growing network of alumni totals more than 3,300 individuals from 12 Eurasian countries. In a recent survey, 60% of SABIT alumni maintain business relationships with other SABIT alumni, while 25% have established business relationships with U.S. organizations through SABIT. As a result of SABIT training, alumni have implemented reforms and improvements in business and strategic planning, human resource development and operations management, thereby making them better potential partners for U.S. organizations. SABIT training has encouraged them to participate in, and influence, market-based reform initiatives in their countries, creating a better climate for investment and foreign partnerships.

#### SABIT SUCCESS STORIES

##### SAITCO, Inc.

A past recipient of a SABIT Grant, SAITCO, an automobile exporter based in Virginia, found great success in Eurasia. SAITCO Jeep & Chrysler Automobiles received a SABIT grant in 1995 to train a partner from Kazakhstan. SAITCO President, Paul Tashner explains SABIT's support of small business: "SABIT brings us into close contact with qualified people, with whom we would not otherwise be able to meet or develop long term relationships." As a result of SABIT training, Tashner developed a sound business relationship with his partner and successfully established a Jeep dealership in Kazakhstan. Mr. Tashner has also opened dealerships in Georgia, Russia and Ukraine, resulting in SAITCO selling \$8.6 million worth of automobiles in the region from 1995 to present. In 2003 SAITCO reported \$850,000 in sales through its representative offices in Kazakhstan, Russia, and Georgia. All three of these representative offices are headed by SABIT alumni trained at SAITCO through the SABIT Grant Program.



##### Compressor Controls Corporation

In the words of Stan Pshonik, Director of Marketing Communications: Most of the three-fold increase in revenue and employment of CCC since 1992 can be attributed to our strong market position in the countries of the former Soviet Union. As the most significant achievement, we can reference an ongoing long-term contract with the Russian natural gas company GAZPROM. The contract has already generated over \$350 million in revenue. In addition, there are several other contracts in the NIS countries, totaling tens of millions of dollars. CCC has succeeded and, most importantly, continues to succeed in these markets in large part because of the SABIT program. CCC derives clear and tangible benefits from hosting the interns from NIS. The value of this program is tremendous to our company. It enables us to train a large number of Russian specialists and managers, who, subsequently, either actively promote the CCC energy-saving technologies in their respective industries, or became full time core employees and commercial and engineering managers in the CCC branch office in Moscow, Russia, and in a St. Petersburg joint venture, "Systema Gas".

