



SABIT Transportation Infrastructure: Seaport Development **May 15 – June 12, 2004**

Program Overview:

The SABIT Program has provided technical assistance and training to managers and scientists from the former Soviet Union since 1992. In addition to assisting economic restructuring in Eurasia, the program also provides an excellent opportunity for U.S. companies to develop strategic contacts and introduce their goods and services to key decision-makers in Eurasian markets. Since its inception, SABIT has trained roughly 3,000 interns, who have returned to their home countries to assume increasingly influential responsibilities in their companies, associations, and local, regional and federal governments. In May and June 2004, SABIT will be hosting a delegation of eighteen (18) professionals representing Eurasia's seaports.

The Seaport Development Program will start on May 17, 2004 with an orientation in Washington, D.C. The delegation will receive cross-cultural training, and meet with relevant governmental officials from the Department of Commerce and other government offices for an overview of the industry. After this initial period, the group will travel to select cities across the United States for meetings and site visits with host organizations and companies, and return to Washington D.C. during the week of June 7, 2004 for additional training, meetings, and program review.

Program Goals:

The program aims to introduce seaport construction technologies and equipment, regulatory issues, and management and construction practices to seaport executives from Eurasia. This will be done primarily through meetings with leading U.S. equipment manufacturers, construction firms, research institutes, and local, state and federal government representatives. The overriding purpose is to provide a comprehensive understanding of Seaport Development and Infrastructure in the United States, and for these high-level managers to return home with the skills and knowledge to make changes and improvements within their own organizations.

Program Topics:

- Project Financing
- Government and Regulatory Issues
- Port Facilities
- Intermodal Systems Connectors and Services
- Inland Port Infrastructure
- Port Technologies
- Inventory Management and Storage
- Maritime Safety
- Management Issues
- Engineering and Construction

Benefits to U.S. Hosts:

U.S. host companies are asked to provide ½ - 2 days of training to the delegation in any of the above topics or on relevant processes and technologies pertinent to the company's business activities. This training offers a valuable opportunity for U.S. organizations and companies interested in expanding their business to Russia and Eurasia. Not only will interested parties gain contacts with some of the leading Eurasian industry executives, but they will also have the opportunity to establish personal relationships with these participants, an important part of expanding activities into these markets. Upon returning home:

- A majority of SABIT interns maintain a relationship with their host company/companies.
- SABIT alumni frequently become distributors and/or representatives of U.S. companies and organizations.
- SABIT alumni facilitate contact between U.S. and Eurasian companies.
- Alumni return to their countries with a better understanding of how U.S. companies conduct business, and what expectations potential U.S. partners have in a cross-cultural business relationship.

Program Financing:

To minimize the expense for host companies, the SABIT Program covers the costs associated with international and domestic airfare, accommodations, ground transportation, insurance, per diem for meals and incidentals, and interpreters, who travel with the group and provide simultaneous interpretation of meetings and training sessions. U.S. host companies are asked to contribute the costs of the training provided to the delegation.

For more information on hosting the delegation, please contact:

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