



MOITI
Massachusetts Office of International Trade and Investment

Massachusetts Office of International Trade & Investment

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Executive Director

Promoting Job Growth in MA



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- **Assist MA companies** in growing internationally through focused export promotion and market them overseas
 - **Attract foreign companies** to locate in Massachusetts – inbound investment
 - **Negotiate partnerships & alliances** with targeted foreign countries, regions and foreign development agencies that will provide economic benefit to MA companies
 - **Maintain active relationships** with the Consular Corp and other MA based foreign economic development agencies



Close Cooperation with MA Export Center which provides:

- International Market Research and Assessment
- Customized Export Counseling and Technical Assistance
- Export Training Programs and Export Publications

International Trade Show Participation for MA companies:

- Comprehensive packages at major international trade shows.
- MA pavilion, thus ensuring maximum visibility under a single brand.
- Cost savings of up to 50% for the participating company compared to attending the trade show on their own.

Collaboration with Foreign Offices

- Shanghai, China
- Berlin, Germany
- Brazil and Mexico

Foreign Direct Investment



- We work directly with international companies seeking a US presence and promote MA as their location of choice.
 - For the 3rd time in a row, Massachusetts ranked #1 overall in the Milken Institute's 2008 State Technology and Science Index
- We closely work with potential referral sources such as Industry Councils, Chambers of Commerce, Universities, Legislators, Professional Service Firms and Foreign Consulates.
- We offer coordinated access to the State's programs available to international companies looking to locate or expand in MA including:
 - Tax Incentives & Grant programs
 - Financing Options
 - Workforce Training Fund
 - Technology Collaboration
 - Consulting, Economic Research, Co-op work & Intern programs
 - Purchasing Consortium
 - Site Selection and Permitting Assistance

FDI Wins FY 2007



Wagamama Ltd., United Kingdom
Type: FDI
Job Impact: 120
Asian inspired noodle restaurants



Objet Geometries, Israel
**Type: In-State Expansion/
Investment**
Job Impact: 30
Photopolymer jetting



shredding technology



Untha, Austria
Type: FDI
Job Impact: 5
Shredders



Netbrain Technologies, China
Type: FDI
Job Impact: 40
Network control consoles



Reméire, Ireland
Type: FDI
Job Impact: 15
Funeral/memorial products



Progenika Biopharma, S.A., Spain
Type: FDI
Job Impact: 5
Personalized medicine



Protocol, Partnerships & Agreements



MOITI
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- **MOITI, on behalf of the Commonwealth, negotiates, administers and implements Agreements or Memoranda of Understanding with other countries, international regions or foreign development agencies.**
- **These agreements are specific and are intended to provide economic benefit to MA companies e.g. for joint research or to access international grants etc.**
- **Currently 32 Agreements**
- **Maintain active relationships with 54 foreign consulates operating in Massachusetts**

Protocol, Partnerships & Agreements



- Agreements under implementation:

- **Lombardy:** Biotechnology & Medical Research Agreement offering access to European Union funding and joint project development opportunities for MA researchers, scientists, Institutions and companies
- **Transbio:** Matching Transoceanic Biotech Opportunities for eligible MA companies under the European Commission 6th Framework Program
- **China Tech Transfer:** Facilitating Tech Transfer between Massachusetts and China

- Most recent Agreement:

- **Chile:** Clinical Trials and Health Care



MASSACHUSETTS TECHNOLOGY DEVELOPMENT CORPORATION



MOITI
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- A leading edge venture capital firm that addresses the "capital gap" for start-up and expansion of early-stage technology companies operating in the Commonwealth of Massachusetts. MTDC has invested in many of Massachusetts' most promising new technology-based companies.
- If you're a technology-based company looking for start-up capital, and you've completed a comprehensive business plan, you may be eligible for funding.
- www.mtdc.com

- Facilitating technology transfer from the Commonwealth's research institutions to its companies.
 - Created in 2004 with Massachusetts Economic Stimulus Bill funding of \$1.9 million
 - Additional funding in July 2006 of \$2.5 million
 - Based within University of Massachusetts
- Statewide resources to support the inventor/researcher with the commercialization of their technology
 - Researcher Education
 - Gap Funding
 - Commercialization Coaching
 - Facilitate Networking
 - Marketing and PR
- www.mattcenter.org

- The Massachusetts Life Sciences Center (MLSC) is a quasi-public agency of the Commonwealth of Massachusetts, created by the Massachusetts legislature in June 2006.
- The MLSC was established to promote the life sciences within the Commonwealth of Massachusetts. It is tasked with investing in life sciences research and economic development. This work includes making financial investments in public and private institutions growing life sciences research, development and commercialization as well as building ties between sectors of the Massachusetts life sciences community.
- The MA Life Sciences Center is the agency charged with overseeing the state's new \$1 billion life sciences initiative.
- www.masslifesciences.com



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