



International

The International Team at The Spectrum Group (TSG) delivers country and industry spanning experience that enables us to tailor strategic solutions to meet our clients' needs, helping them build the products, platforms and partnerships needed for sustained success. We are fluent in the languages of U.S. and international businesses and governments, and help our clients translate opportunities and risks into winning strategies, partnerships and actions.

We work with diverse clients including companies pursuing global business interests, foreign companies interested in entering the U.S. marketplace, the U.S. international security, defense and homeland security establishments, and select foreign governments seeking to advance their countries' interests in the U.S.

Rather than simply opening doors, we work shoulder-to-shoulder with our clients to navigate challenging policies, practices, and markets around the world, developing and implementing strategies that embrace each country's unique political and economic policy fingerprint. Our team provides the critical insights clients need to make the best-informed decisions, and the access clients need to build positive relationships with key decision-makers.

Based in the Washington, D.C., metro area and with 14 global offices, the International Team supports our clients wherever their challenges or opportunities arise. Our mission is our clients' success. Visit our website to learn more and to meet our International Team: www.spectrumgrp.com.

Centers of Excellence



Defense &
Aerospace



Security



International



Strategic
Communications



Healthcare &
Bio-Science



Energy &
Environment



Client Services

- Strategic Planning and Implementation
- Due Diligence and Competitive Analysis
- Risk and SWOT Assessments
- Strategic Business Development and Proposal Support
- U.S. and International Market Penetration Solutions
- Strategic Partnerships
- Strategic Positioning and Reputation Management
- BD Contact Plan Development and Implementation
- Defense Policy Development
- M&A, Investment and Contract Support
- U.S. Congressional, Government and Military Relations and Advocacy
- International Government Relations and Advocacy
- Foreign Cooperation and Foreign Government Representation



Subject Matter Expertise

- International and Multinational Business Development
- U.S. and International Market Penetration and Strategic Positioning
- Market Analysis, Competitive Intelligence and Strategic Planning
- International Due Diligence, M&A and Investment
- U.S. and International Budget Analysis, Acquisition and Requirements
- Global Defense and Security, Including: International Armaments Cooperation, U.S. Partner Nation Military Requirements, Foreign Military Sales (FMS), U.S. Export Controls, ITAR, Licensing and Compliance
- International Public Policy
- E.U. Security, Military and Trade Policy
- NATO Processes, Including Requirements Generation, Development, Common or Cooperative Funding, Acquisition and Fielding
- U.S. and International Government Relations and Advocacy

The Spectrum Group's Mission:

Through our results-driven philosophy grounded in **Experience, Expertise** and **Integrity**, The Spectrum Group provides our commercial, government and non-profit clients with the tools and counsel necessary to achieve their objectives.

www.spectrumgrp.com

703.683.4222