

*"QuakeWrap benefited tremendously from participating in the ExporTech program and continues to benefit from the assistance of ACA and RevAZ as we execute our export plan." Dr. Mo Ehsani, Founder and President of QuakeWrap, Inc.*

## PIONEER COMPANY FINDS EXPORT SUCCESS

**ABOUT.** QuakeWrap, Inc. designs, supplies and installs quality Fiber Reinforced Polymer (FRP) products for repairing and strengthening structures. It is also a pioneer research and development firm committed to providing economical solutions to engineers, architects, and owners. The Tucson, Arizona-based company has developed numerous patented technologies designed to help clients repair infrastructure with higher quality, faster construction time and at a lower cost. QuakeWrap was founded in 1994 by Dr. Mo Ehsani, Professor Emeritus of Structural Engineering at the University of Arizona, who pioneered the introduction of FRP to the construction industry and is an internationally-recognized expert on the subject. The company currently has 33 employees.

**THE CHALLENGE.** Realizing that QuakeWrap's future growth considerably depended on export sales, company leaders enrolled in the ExporTech program through the RevAZ Arizona Commerce Authority (ACA), a NIST MEP affiliate. The ExporTech program is designed to help companies develop an intentional, strategic approach to export sales. QuakeWrap's president and founder participated in the program along with the company's business manager.

**MEP'S ROLE.** During the three-session program, the leaders from QuakeWrap worked with RevAZ staff and other subject matter experts to develop a comprehensive export plan. They began executing the plan shortly after graduating from the ExporTech program. RevAZ continued to actively engage with the company, providing export coaching, technical assistance and export assistance as the company expanded into new markets. Coming out of ExporTech, QuakeWrap has generated export sales to new markets.



## RESULTS



New export sales of **\$780,590**



New markets in Australia, Japan, Nigeria, and Saudi Arabia



Expect to grow to **100** employees in the next 4-5 years

## NEXT STEPS



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