



ROBERT R. AUSTIN, INC.

INTERNATIONAL BUSINESS DEVELOPMENT,
MARKETING, SALES AND MANAGEMENT SERVICES

Business Experience

The following is a representative list of specific services we have performed for our Clients. While we do furnish a Client List with contact references, we do not in general identify the services performed for a particular client.

Business Development/Marketing: Retained by U.S. based international petroleum engineering firm to perform direct marketing and business development services with potential Clients in the petroleum industry. Assisted in preparation of a sales plan and then performed creative (cold calls) and routine sales contacts. Developed qualification documents and promotional literature. Provided support services in preparation of proposals and in making presentations.

Marketing/Association: A European company wanted to diversify its capabilities and services within its own country. Required assistance in locating U. S. company for potential association to support this diversification. A market analysis was required and a search performed to locate companies for association.

Business Development/Marketing: Retained by U. S. joint venture company providing computer software and consulting services. Services performed were directed toward establishing this company in the process industry market and included marketing/sales contacts with potential Clients and the performance of a market assessment report.

Business Development/Marketing: Retained by a European engineering firm to perform marketing and business development service on its behalf in the United States. Services provided were associated with the pursuit of work within the United States as well as for international work that originates from an U. S. based company.

Marketing/Management: Performed an overview study of the petroleum industry to identify potential new markets for U.S. engineering firm. Purpose was to brief Client on petroleum industry and select the potential markets for professional services, which were considered to be consistent with the requirements specified by Client. Also, information was presented on potential revenues and earnings for recommended market areas. Organizational considerations were identified related to operation with these market areas.

Joint Ventures/Associations: European engineering firm requested our assistance in locating an U. S. engineering firm for association in the pursuit of new air traffic control system project in its country. We developed background information concerning U.S. involvement in the development of proposed systems. Obtained from government and private sector sources its recommended companies for design of air traffic control systems. Contacts were made with potential companies for association. Two leading U. S. companies were agreeable to association and were presented to our Client for its selection.



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Marketing/Management: U. S. engineering firm required foreign engineering personnel to support its design and construction efforts on project in South East Asia. We arranged for European company to bid project and performed contract negotiations and liaison services during the performance of contract. Business Development/Management: European engineering and construction company required an U. S. Representative to perform business development and management services from time to time on its behalf. Several of its international Clients are based in the U. S. and routine contacts need to be maintained as well as develop new Clients. Material procurement services were performed for materials sourced in the U. S.

Marketing/Information: European company wanted to assess the United States market for its product. Required assistance in making selected contacts with U. S. companies for evaluation of its market potential. Purpose was to determine if initial response would warrant a detailed market study. Joint Ventures/Associations: U. S. engineering firm was considering expanding its market area by establishing a branch office in Houston. We provided data on the Houston market for this firm's services. We also arranged introductory meetings with several firms in Houston that provided similar or complementary services for the purpose of establishing associations in the joint pursuit of projects.

Business Development/Marketing: Retained by European contract services company to perform direct marketing and business development services with potential Clients in the petroleum industry. Services were performed both domestically and internationally. Performed liaison services for Client during bid periods and performance of contracts.

Joint Ventures/Associations: European engineering/construction company requested our assistance in securing a joint venture position with one of the major U. S. companies pursuing petrochemical plant project in South East Asia. We made development contacts with the U.S. companies and an association with leading U. S. company for project was secured.

Acquisition/ Management: Provided services to an international U. S. engineering firm seeking to be acquired. Performed associated services in locating, assessing and arranging introductions with companies interested in acquisition.

Acquisition/ Management: Retained by European engineering firm to perform acquisition services for an offshore facilities engineering design firm based in the U. S. Developed list of companies to consider; performed preliminary screening with candidate companies for expression of interest; obtained corporate data and records for evaluation; prepared short list for recommended companies; arranged meetings between Client and candidate companies; performed liaison and negotiation services.

Joint Venture /Associations: U. S. engineering joint venture group was seeking foreign engineering/construction company for association in the pursuit of mass transit subway system in South East Asia. Made contacts and provided information to European Clients and a position was secured for U. S. group to associate.



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Research/Information: A foreign company was approached by U. S. company to set up a fabrication yard associated with fabrication of marine facilities. We performed a background check on the U. S. company and its principals involved and gave our recommendations to Client concerning joint venture.

Marketing/ Management: Retained by U. S. consultant to assist in preparing proposal for marketing and business development services in China. Also, assisted in development of Client's representation agreements and financial requirements.

Joint Ventures/Associations: Retained by a European engineering and construction company to perform marketing and business development services on its behalf in the United States. Services include developing joint ventures and associations with major U. S. companies for pursuit and performance of international projects.

Management/Business Development: U. S. petroleum company wanted to expand its business area to include gas gathering systems. Retained our services to evaluate business area and provide management and technical services over projects and assist in securing venture capital.

Acquisition/Management: Provided acquisition services to product manufacturing company seeking to sell a specialty product division. Performed associated services in locating, assessing and arranging introduction with companies interested in acquisition.

Information/Training: Assisted in organizing a seminar on exporting engineering and project management services. Prepared and presented a paper giving an overview of international business development and operations.

Acquisition/Management: A major U. S. energy company was seeking to acquire an engineering firm that designed oil and gas production facilities. We briefed Client on the market for these services, and advised on organizational/financial considerations. Made initial contacts with potential engineering firms to explore potential interest. Arranged meetings with potential candidate companies for initiation of acquisition discussions.

Information/Training: Organized a seminar on performing operation and maintenance services abroad. Arranged for guest speakers from petroleum industry and also prepared and presented a paper giving a detail overview of performing business in an international location.

Information/Management: Provided advisory services to several new firms being established. Areas included planning, marketing, corporate strategy and financial consideration.