

# FIRST LINE TECHNOLOGY

*“Out of the Box Solutions”*

*ITAR Compliance and  
International Defense  
Opportunities*

**PHASECORE**  
PERSONAL COOLING PRODUCTS

**DPR**  
DISASTER PREP. & RESPONSE

**DECON**  
DECONTAMINATION EQUIPMENT

**PPE**  
PERSONAL PREPAREDNESS EQUIPMENT

*“The Good, The Bad, The Ugly”*



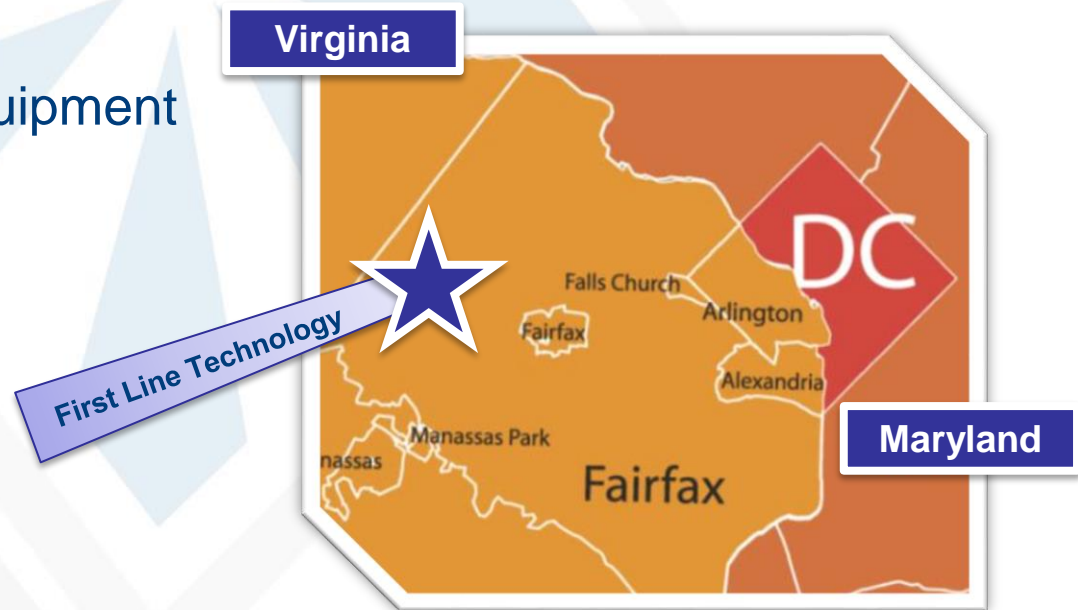
**FIRST LINE**  
TECHNOLOGY

Out of the Box Solutions

# About First Line Tech | Overview

*“Out of the Box Solutions”*

- Small Business, 8(a)
- Current Solutions for Emergency Response Missions
- Product Development and Deployment
- Innovative and Simple Solutions
- High-Quality Products
- Domestic Supplier of Equipment
- Customers
  - Federal
  - State and Local
  - Industrial



# Our International Experience

- Expanding business for 2-3 years
  - International markets
- Trade Missions
  - Brazil
  - India
  - Poland/Germany
- International Trade Shows
  - Dubai
  - London
  - India
  - Brazil
- Virginia Economic Development Partnership (VEDP)
- US Dept. of Commerce



# Patience

- Patience, Patience, Patience
- New Market = New Business Development = New Startup
- Not Easy and Not Hard
- Not for Every Business
- Lots of Failures in the Beginning
- Similar to Gov't Contracting
- Due Diligence
- Lots of Travel, Money, Time
  - Multiple Trips
  - Long Game
  - Prepare Funds for Unexpected



# Intellectual Property

- The UGLY
- Guard Your IP
  - Partners
  - Vendors
  - Consultants
- Know/Vet Who You are Looking to Work With
- Patents
  - Pending
  - Awarded
- Trademarks



# ITAR

- The UGLY
  - ITAR controlled products, services, tech data
1. ITAR controlled products or services?
    - Get help!
  2. Develop an ITAR program
  3. Educate Your People
    - Sales
    - Marketing
    - Shipping/Production/Suppliers/Customers
  4. Find ITAR-educated customers
  5. Recover \$\$ Spent on ITAR Compliance with SALES



# *Thank You!*

## **FIRST LINE** TECHNOLOGY

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