

# COMPANY OVERVIEW



# HEXADYNE

CORPORATION



**STRATEGIC**

**MARKETING &  
PRODUCT PLACEMENT**

**FOR TODAY'S INTERNATIONAL MARKETPLACE**

Expanding sales into international markets can be an uncertain and costly endeavor without a focused, experienced support team. Even with success in capturing an opportunity, the costs of internally cultivating and maintaining this expertise can dramatically erode a firm's profits. Hexadyne's capability to fully support our customers in this arena has been proven in the Pacific Rim, and this success is being mirrored in markets worldwide. Whether your company offers Aerospace / Defense Subsystems, Components, or Services, Hexadyne can help penetrate new and unfamiliar markets at a fraction of the investment required to develop your own international marketing capability.



**The following are just a few key areas of service we can offer:**

- **Strategic Business Planning:** International business development is our full-time job, so let the experts take care of your needs! By utilizing Hexadyne as your representative, your staff can focus more directly on the vital tasks of day-to-day business.
- **Market Intelligence:** Our international strategic alliances with embedded Trading Partners enable us to collect, analyze, and filter market information, separating "SIGNAL" from noise. This is a vital part of identifying requirements and producing credible market intelligence.
- **Bridging Cultural Differences:** This is the single most important skill in the conduct of international business. Hexadyne's staff possesses bi-lingual capability and intimate knowledge of the culture to avoid common business mistakes that may impact relations with your customers.
- **Translation & Interpreter Support:** Hexadyne's personnel can provide expert translations of technical documents, drawings, and sales contracts and can act as technical interpreters during program reviews and presentations.
- **International Liaison:** At Hexadyne, we value our relationships on both sides of the deal. We effectively address the needs of our overseas customers while protecting and nurturing our supplier's interests.
- **Interface with U.S. Manufacturers:** Our specialists work daily with purchase contracts, order processing, packing, shipping and tracking; while implementing the "one-stop" shopping concept. The US supplier ships to Hexadyne (a 100% US-owned company) and we do the rest!
- **Export Compliance:** Hexadyne ensures that our principal suppliers are protected from all export compliance pitfalls. Dealing with defense export business is complex and has inherent risks, so the Hexadyne export staff carefully addresses all State Department, ITAR, and Customs requirements to ensure 100% compliance.
- **Logistics:** An efficient logistics channel is the key to sustaining a consistently profitable business. Hexadyne knows logistics! Our warehousing staff provides an extra layer of QA/QC inspections, warehousing, and kit assembly. We have the systems in place to manage packaging and shipping to the highest professional standards.
- **Employees:** Hexadyne employs professionals with advanced degrees, extensive military service, and appropriate high level US DoD security clearances to offer our suppliers unparalleled international expertise along with a uniquely intimate knowledge of the US Aerospace and Defense market.

**WORLD-CLASS SUPPORT**  
**FOR AN EVER CHANGING WORLD**