



Delegation of German Industry and Commerce  
in Washington, DC  
Delegation der Deutschen Wirtschaft  
in Washington, DC

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## Navigating Washington, DC – Where Business & Politics Meet

**A 3-Day Virtual Workshop focusing on Business opportunities in and around the U.S. Capital.**

**Date and Time:** 16-18 November 2021 9 AM to 11 AM EST/ 15:00-17:00 CET

**Location:** Zoom

**Summary:** This three-day virtual workshop aims at presenting business opportunities in and around Washington, DC. Known worldwide as the center of power and politics, Washington has gradually developed into one of the most important business locations on the U.S. East Coast. Learn how your business can benefit from DC's proximity to the densest concentration of high demand customers, federally funded R&D, and the most educated workforce in America. We show you how you can participate in U.S. Government & World Bank procurement, break into the cyber security world of America's #3 tech city, and discover opportunities in DC's thriving biomedical and life science sector.

**Cost:** EUR 499 per participant

### Day 1: 9:00 AM to 11:00 AM

*Hosted by Delegation of German Industry and Commerce in Washington, DC (DGIC)*

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| 9:00 AM  | Welcome and overview by DGIC   |
| 9:15 AM  | Business Opportunities around the Globe with the World Bank Group  |
| 9:45 AM  | Q&A/Breakout rooms   |
| 10:00 AM | Public Procurement in the U.S.: Navigate the Jungle of Federal, State and Local Procurement during Buy-America |
| 10:30 AM | Q&A/Breakout rooms   |
| 10:45 AM | Closing and Outlook Day 2  |



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## Day 2: 9:00 AM to 11:00 AM

*Hosted by Delegation of German Industry and Commerce in Washington, DC (DGIC)*

- 9:00 AM Short Welcome by DGIC
- 9:05 AM Obviously DC: Washington as a Business Location
- 9:30 AM Business Opportunities in Washington's Cyber Security Sector
- 10:00 AM Q&A/Breakout rooms
- 10:15AM The City of Change Makers and Incubators: Incentives for Technology Startups in Washington, DC
- 10:45 AM Q&A/Breakout rooms
- 10:55 AM Closing and Outlook Day 3

## Day 3: 9:00 AM to 11:00 AM

*Hosted by Delegation of German Industry and Commerce in Washington, DC*

- 9:00 AM Short Welcome by DGIC
- 9:05 AM Business Opportunities in Washington's biomedical and life science sector
- 9:45 AM Q&A/Breakout rooms
- 10:00 AM Virtual Networking Reception
- 11:00 AM Closing

*DGIC reserves the right to modify and adjust the agenda and to cancel the workshop in case minimum attendance requirements are not met.*

To register, please send an email to [info@washington.ahk.de](mailto:info@washington.ahk.de)