



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

Navigating Washington – Where Business Meets Power & Opportunity

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

Pricing: 199 EUR for one day, 499 EUR for all 3 days

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 and its surrounding region has gradually developed into one of the most important business locations on the U.S. East Coast.

Learn how your business can benefit from the DMV's (DC, Maryland, Virginia) proximity to the densest concentration of high demand customers, federally funded R&D, and the most educated workforce in the United States. We show you how you can be successful in America's #3 tech city and "Silicon Valley of cybersecurity", discover opportunities in a thriving biomedical & life science sector, and participate in U.S. Government & World Bank procurement.

Our three-day virtual workshop addresses an audience from all industries, manufacturers, and consultants alike — made for anyone looking to grow their business on the East coast.

Be one of the first to discover Washington D.C.'s business opportunities.

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 by Dr. Christoph Schemionek, Acting Delegate, DGIC |
| 9:10 AM | The City of Change Makers: Incentives for Technology Startups in the Washington, DC Region |
| 10:00 AM | Q&A |



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| 10:15AM | “Silicon Valley of Cyber Security”: Business Opportunities in America’s #3 Tech City |
| 10:45 AM | Q&A |
| 10:55 AM | Closing and Outlook Day 2 |

Day 2: 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 by Dr. Christoph Schemionek, Acting Delegate, DGIC |
| 9:10 AM | Business Opportunities in the DMV’s biomedical and life science sector |
| 10:00 AM | Q&A |
| 10:15 AM | A Deep Dive into Health Tech in the DMV |
| 10:45 AM | Q&A |
| 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

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| 9:00 AM | Welcome by Dr. Christoph Schemionek, Acting Delegate, DGIC |
| 9:15 AM | Public Procurement in the U.S.: Navigate the Jungle of Federal, State and Local Procurement during Buy-America |
| 9:45 AM | Q&A/Breakout rooms |
| 10:00 AM | Business Opportunities around the Globe with the World Bank Group |
| 10:45 AM | Q&A/Breakout rooms |
| 10:55 AM | Closing |

DGIC reserves the right to modify and adjust the agenda.