

More Opportunities for British Companies with the US Federal Government

British companies have better opportunities to win business with the US Government than those from other countries because of the closeness of the special relationship in recent years, the President of the Fairfax County Economic Development Authority has told MPs.

Dr Gerald Gordon told the Commons All Party Export Committee that the closeness of the two countries in the governmental sphere would also carry over into commercial contracts with the Federal Government.

British companies can come to the US and make use of these opportunities not only with the Federal Government but also with prime contractors, subcontractors and even sub sub contractors, he said.

“British companies are held in greater stead than those from other parts of the world,” he said.

Fairfax County is only minutes away from Washington DC and Dr Gordon added that it was his personal view that businesses from the UK needed to have a physical presence in the US to maximise the benefits.

Despite the strict regulations controlling trade with the government there was still an element of interpersonal relationship building to be done, particularly at the levels of contracting and subcontracting.

Dr Gordon, a regular visitor to the UK, is believed to be the first American to address the influential committee. He also presented a position paper on the subject to the committee.

The US Federal budget currently stands at US\$1300 billion, making it the biggest purchasing agency for services and goods in the world. More than 4,800 technology companies are in Fairfax County – and nearly 50 UK firms – in part because of its proximity to Washington.

The Fairfax County Economic Development Authority (www.FairfaxCountyEDA.org) promotes Fairfax County as a business and technology center. The FCEDA assists businesses by identifying possible sites and facilities, and is a source for up-to-date demographic and economic information. The FCEDA's Capital Attraction Program links technology entrepreneurs with potential investors. Another program supports the growth of minority and woman-owned businesses. The FCEDA maintains overseas marketing offices in Bangalore, Frankfurt, London, Seoul and Tel Aviv.

Contact: David Wallen, FCEDA UK Office 020 7630 1913