

**BUSINESS COLLABORATION AND INTERNATIONALIZATION IN THE UNITED STATES OF AMERICA AND MEXICO**

**NOVEMBER 16;**

**Opening Speeches:**

**15:00-15:10 (in Turkey time)**

[Prof Dr. Musa Yıldız](#), Rector of Gazi University, Turkey

**15:10-15:20 (in Turkey time)**

[Prof Dr. Halil İbrahim Bülbül](#), Chairman of the Board, Gazi Technopark, Turkey

**15:20-15:30 (in Turkey time)**

[Hürol Karlı](#), Head of Department, Software & Information-Communication Technology Services Export, Ministry of Trade, Turkey

**15:30-15:35 (in Turkey time)**

[Dr. S.Tugrul Imer](#), General Manager, Gazi Technopark, Turkey

**Overview of the ICT ecosystem in the USA:**

**15:35-15:45 (in Turkey time)**

[Mustafa Koca](#), Chief Commercial Counsellor, Turkish Embassy in Washington DC, Washington DC Metropolitan Area-USA

1. Overview of ICT ecosystem in Washington,DC Metropolitan Area (Washington DC, Northern Virginia,Maryland), how to do business

**15:45-15:50 Q&A Session**

**15:50-16:00 (in Turkey time)**

[Ahmet Yavuzhan Erdem](#), Commercial Attaché, Consulate General of the Republic of Turkey in Houston, Texas-USA

1. The business opportunities for Turkish companies in the USA
2. Overview of the business culture in Houston area
3. Government support and incentives for Turkish companies to start business in the USA
4. Business environment in the USA in the era of pandemic (if there are any changes)

**16:00-16:05 Q&A Session**

**16:05-16:15 (in Turkey time)**

[Ahmet Selçuk Nalbat](#), Commercial Attaché, Consulate General of the Republic of Turkey in Newyork, Newyork-USA

1. Overview of ICT ecosytem in Newyork, how to do business

**16:15-16:20 Q&A Session**

**16:20-16:30 (in Turkey time)**

Moderator: [Keith Segerson](#), CEO, P3 Innovation Strategies, Washington DC-Baltimore-USA

**16:30-17:30 (in Turkey time)**

[Miles Friedman](#), Economic Development Consultant, Fauquier County, Virginia-USA

1. How to set up a company in the USA? (Tax processes, legal issues etc.)
2. How to do business in the USA? (Market penetration strategies, business culture of the target markets etc.)

**17:30-17:45 Q&A Session**

**17:45-18:00**

[Ömür Demir Kızılarşlan](#), Strategic Management Consultancy and Foreign Trade Services Director , Finansal Eksen-GGI, Turkey

(Former Chief Commercial Counsellor at Turkish Embassy in Washington DC Metropolitan Area)

1. Opportunities, benefits, and barriers for entrepreneurs in doing business in the USA

**18:00-18:10 Q&A Session**

**18:10-19:50 (in Turkey time)**

**Success Stories of Turkish Entrepreneurs**

**18:10-18:25:** [Miray Kurtay](#), Software Development Manager, Amazon Headoffice, Seattle, Washington-USA

**18:25-18:35 Q&A Session**

**18:35-18:50:** [Orhan Yücal](#), Finance Manager, Roofstacks Inc. Austin, Texas-USA

**18:50-19:00 Q&A Session**

**19:00-19:15** [Tacettin Öztürk](#), founder, Lita Analytical – Gazi Technopark company who is exporting to the USA, Turkey

**19:15-19:25** Q&A Session

**19:25-19:40** [Abdülkadir Vardar](#), CEO, Nanodems - Gazi Technopark company who started to business in the USA, Turkey

**19:40-19:50** Q&A Session

**NOVEMBER 17;**

**15:30-16:00 (in Turkey time)**

[Ricardo Mendoza](#), Legal Director, Pérez Góngora Asociados, Mexico

1. How to set up a company in Mexico? (Tax processes, legal issues etc.)

**16:00-16:20** Q&A Session

**16:20-16:50 (in Turkey time)**

[Tom Johnston](#), Managing Partner, Business Development Partners, S.A de C.V, Mexico

1. How to do business in Mexico? (Market penetration strategies, business culture of the target markets etc.)

**16:50-17:10** Q&A Session