

06-20-2009 00:11

Fairfax Seminar Focuses on High-Tech Investment Opportunities

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Dozens of representatives from Korean high-tech companies showed up for a seminar by the Fairfax County Economic Development Authority (FCEDA) in Seoul Wednesday to explore business opportunities in the up-and-coming U.S. boomtown.

More than 50 business representatives participated in the seminar held on the sidelines of the World IT Show at the COEX convention center in Seoul, many of them attending one-on-one meetings with U.S. marketing officials for more detailed discussions.

Government Business All, a Korea-based consulting firm, gave a presentation on the U.S. government procurement system, including tactics for approaching this market and the government contract bidding systems.

Fairfax County, just outside Washington D.C., has been emerging as a technology hub and also an international center for commerce and trade.

Korean high-tech companies could see more opportunities in the United States both in the private and public sectors, in areas such as defense, security, telecommunications and renewable energy-related industries, according to local representatives of the FCEDA.

“The World IT Show gives Fairfax County a tremendous opportunity to talk with Korean companies about the business opportunities that exist in the U.S. and tell them more about Fairfax County and why it is a great place for companies to begin or expand their U.S. efforts,” said Gerald L. Gordon, president and chief executive of the FCEDA.

Fairfax County boasts a technology community of more than 5,700 companies, aligned with the proximity of the U.S. federal government and the numerous contractors supporting it.

Korean firms, mostly technology companies, make up one of the largest contingents of foreign-owned companies in Fairfax County. The town is also home to the Korea Business Development Center, a Korean government group.

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