



THE COMPANY

JMK Contact, Inc. facilitates transactions between businesses and governments in the U.S. and former Soviet Union. Our specialty is high-level, protocol intensive meetings, complex and technical subject matter. We serve as glue that holds the sides together. We deliver context, process, and structure.

JMK Contact, Inc. offers full range of interface services, including:

- Market development
- Negotiating complex agreements
- Mediation and meeting facilitation
- Intercultural consultation and training
- Relationship creation and management
- Management consulting for multilingual projects
- Translation (written) and interpretation (oral)

JMK Contact, Inc. works in close partnership with leading US and Russian experts, including:

- Law firms with expertise in Russian-American deals
- Lobbying firms with expertise in Russian and American Government relations
- Accounting firms with expertise in Russian-American transactions
- International travel and logistics providers

SERVICES

MARKET DEVELOPMENT/TRANSACTION STRUCTURING

ALL STAGES OF MARKET DEVELOPMENT PROCESS, INCLUDING:

- Facilitating client strategy development meetings
- Identifying appropriate partners
- Determining the best business arrangement
- Negotiating memoranda of understanding
- Preparing contracts for signature

COMMUNICATION/NEGOTIATION/FACILITATION

WE HELP OUR CLIENTS TO SMOOTHLY REACH THEIR GOALS BY:

- Bridging cultural barriers, building relationships, trust and understanding
- Informing the client of not only what is said, but also what is meant
- Assisting in obtaining data by structuring questions in a culturally sensitive way
- Ensuring continuous flow of information between parties.

- Advising the client on how to further improve the quality of their program based on our observations and feedback from the Russian-speaking counterparts.

LANGUAGE SERVICE

We manage all language requirements of a project, including simultaneous and consecutive interpreting (including equipment); telephonic interpreting; written document translation.

SAMPLE RECENT PROJECTS

ARCTIC MILITARY ENVIRONMENTAL COOPERATION PROGRAM AMEC (AMEC)

In partnership with CDR Associates provided facilitation services at a series of meetings (US only and Russian-American-Norwegian) aimed at development of an AMEC strategy.

STATIONARY PLASMA THRUSTERS

Assisted a US propulsion company in winning long-term multimillion-dollar procurement from a leading US satellite manufacturer. This involved forming a Joint Venture with a Russian company, obtaining Russian Government permits (a decree signed by the Prime Minister) to transfer the Russian thruster technology to the US.

FUEL CELL ELECTRIC POWER PLANTS

Assisted a US fuel cell manufacturer in Russian market development; facilitated client international strategy development meetings; on behalf of the client negotiated a Memorandum of Understanding with Gazprom (the biggest Russian gas company).

CONFERENCE SUPPORT

In partnership with Hospitality Services, Inc. provided interpreter/translator teams, simultaneous interpreting equipment, airfare, ground transportation and lodging for conferences, including Joint Service Pollution Prevention Conference, The Arctic Council Senior Arctic Officials Meeting, Non-Lethal Weapons Conference, Training Course on Environmental Management for senior Russian military officers.

INTERPRETING SERVICES FOR SENIOR LEVEL OFFICIALS, INCLUDING

World Bank President, US and Russian Presidents, President of Kazakhstan, Exxon Mobil Chairman and CEO, Halliburton Company Chairman, President and CEO, Israel Foreign Minister

SAMPLE CLIENT LIST

The World Bank, Harvard University, Duke University, Price Waterhouse, Exxon Mobil Corporation, Halliburton Company, APCO Worldwide, Atlantic Research Corporation, US Department of State, Department of Defense, Department of Commerce, US Congress Office of Technology Assessment, US Department of Energy, US Environmental Protection Agency