



VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
P.O. Box 798 . 901 East Byrd Street
Richmond, Virginia 23218-0798
804.545.5600 . www.YesVirginia.org

NEWS RELEASE

FOR RELEASE:

January xx, 2009

Contact: Suzanne West
(804) 545-5806
swest@yesvirginia.org

Fredericksburg Company Selected to Participate in Virginia's VALET Program

Two-year program provides resources to support international business

RICHMOND, VA — The Virginia Economic Development Partnership (VEDP) today announced the acceptance of a Fredericksburg company, A-T Solutions, Inc., into its two-year Virginia Leaders in Export Trade (VALET) program. Launched in January 2002, the program assists exporters in the Commonwealth that have firmly established domestic operations and are committed to international exporting as an expansion strategy.

A-T Solutions joins the program as part of the 15th class of VALET companies. To participate, each eligible business must meet several quantitative criteria and complete an application process. Participating firms are chosen based on their dedication to growth through export. Currently, more than 100 Virginia companies have been accepted to participate in the VALET program.

A-T Solutions, Inc. is a global, full service, anti/counter terrorism training and consulting services firm headquartered in Fredericksburg, Virginia. The company is organized and staffed to service the unique technical, operational, and training requirements of the Explosive Ordnance Disposal (EOD), bombing prevention, special operations and disaster management communities throughout the world. The corporation is organized and functions around five core competencies: training and exercises, education, technology integration, threat and vulnerability assessments and operations and intelligence support. A-T Solutions employees are primarily former military master EOD, Master Training Specialists (MTS), special operations, and former law enforcement personnel. In August 2008, A-T Solutions joined the prestigious ranks of the incorporated 500 fastest-growing private companies in America for the second consecutive year and also made Washington Technology's 2008 Fast 50 Government Contractors as the 12th Fastest Growing Company in the DC Area.

“Seven years ago, A-T Solutions started with a goal to rapidly become the top business in our market space,” said Ken Falke, CEO. “Being selected as a participant in the Virginia Economic Development Partnership’s VALET program will help us realize this goal much faster than we anticipated. Having access to this outstanding program and resources will be vital in the continued success of international business A-T Solutions is actively pursuing.”

The VALET program incorporates services from a team of experienced international service providers who assist the VALET companies with their international goals. Service



VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
P.O. Box 798 . 901 East Byrd Street
Richmond, Virginia 23218-0798
804.545.5600 . www.YesVirginia.org

NEWS RELEASE

providers such as attorneys, Web designers, bankers, translators and freight-forwarders contribute essential skills for expansion into international markets.

“VALET welcomes A-T Solutions into the program,” said Leslie Parpart, VALET Program Manager. “We look forward to working with its international team over the course of the next two years to assist the company in exceeding export goals.”

The Virginia Economic Development Partnership's Division of International Trade earned the coveted President's "E Star" Award for Export Service. The President's "E Star" Award was created in 1969 to recognize continued superior performance in increasing or promoting exports. Only previous recipients of the "E" Award are eligible, and the period of consideration covers the most recent three years of export operation. During the 2005-2007 period of consideration, VEDP's International Trade Division assisted more than 100 Virginia companies through its export development programs, Accessing International Markets (AIM) and Virginia Leaders in Export Trade (VALET).

NASBITE International, a multi-national professional trade organization, awarded its 2007 Program Excellence Award to the VEDP Division of International Trade's VALET program. The Program Excellence Award is given to recognize innovation and originality in international trade education, counseling, training and research. The VALET program stood out because of its successful pairing of resources, state funding and private-sector support to promote and expand international sales for Virginia companies.

The Virginia Economic Development Partnership, a marketing organization, was created by the Virginia General Assembly in 1995 to encourage, stimulate, and support the development and expansion of the economy of the Commonwealth. The Partnership is a state authority, which is governed by a 21-member Board of Directors appointed by the Governor and the Virginia General Assembly. To accomplish its objectives of promoting economic expansion within the Commonwealth, the Partnership focuses its efforts on business recruitment, expansion and international trade. VEDP has offices in Virginia, Belgium, Hong Kong, Mexico and Japan.

To learn more about the VALET program, contact Leslie Parpart, VALET Program Manager, at LParpart@YesVirginia.org or visit the programs tab at www.ExportVirginia.org.