

Minority- & Woman-Owned Business Success Story:

NOVAK

Technologies LLC



Doral, FL



Exports to Peru, Panama, Colombia,
Bolivia Guatemala, Honduras



Uses Export Credit Insurance



Challenge

Novak Technologies wanted to expand their global market exporting petroleum equipment for gas stations and security projects for international governments, ports, and airports, but they needed to offer viable credit terms to their foreign buyers.

Solution

Working with an EXIM Bank broker partner, ARI Global, Novak was able to obtain an Export Credit Insurance policy. Sales have reached nearly \$1 million in two years.

With EXIM's Support:

- ✓ Expanded to new markets in Guatemala and Honduras
- ✓ Hired two additional staff members

Results

“EXIM’s prices are less expensive and more competitive than private export insurance. Through EXIM’s support, we were able to double our sales from the previous year.”

Tony Lizarraga, Sales Manager of Novak Technologies

Make Your Own Success Story:

[Learn more](#) or [request a free consultation](#).



This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.