



**The Field Guide by
SelectGlobal, LLC
Your Monthly Compass for Global Expansion
February 2026**

Welcome to The Field Guide -your monthly compass for navigating global expansion. Each month, you'll find leadership insights from our CEO, curated events, partner spotlights, and direct access to the tools and intelligence that make market entry systematic, not chaotic.
Let's get started

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From the Field:

The Alliance You Didn't Know You Needed



Last month we promised new faces. This month we deliver.
We are formally announcing a strategic alliance between SelectGlobal and OutPace Business Solutions, a U.S.-based defense logistics consultancy led by retired USAF Lt. Col. Rob Fekete. Rob brings 25 years of military logistics operations, operational fluency across 16.9 million National Stock Numbers, and the kind of procurement architecture knowledge that turns "interesting opportunity" into "signed contract." Why this matters to you -- whether you are a trade commissioner in Canberra, an economic development officer in Wichita, or a manufacturer in Penang -- comes down to one sentence:

We built a bridge between international manufacturing capability and U.S. federal defense demand. And now we have someone on the other side who knows exactly where the doors are.

What the Alliance Actually Does

For our trade commissioner partners and the manufacturers you represent, the SelectGlobal + OutPace strategic alliance opens a federal pathway that most market entry consultants cannot offer. Here is the short version:

1. SBIR as a Beachhead

The Small Business Innovation Research program lets qualified manufacturers test U.S. federal demand with contracts ranging from \$150K to \$1.5M -- before committing to facility investment. International manufacturers access this through U.S. entity formation (which SelectGlobal's Virtual Path already handles) or partnership with qualifying domestic small businesses. Think of it as a paid feasibility study where the U.S. government is the customer.

2. OTA as the Escalator

Other Transaction Authority contracts scale successful SBIR work into production-level engagements, typically \$5M to \$50M. This is where validated capability meets real volume. No traditional procurement maze. No decade-long qualification cycles.

3. Production as the Destination

Once demand is proven and contract vehicles are in place, the business case for U.S. facility establishment writes itself. Site selection, workforce analysis, incentive negotiation -- that is where SelectGlobal's core methodology takes over.

The result: manufacturers validate before they invest. Commissioners deliver measurable outcomes. Economic development partners gain production-ready prospects instead of tire-kickers.

Why Now

Two things are converging. First, the 2026 National Defense Strategy explicitly calls for growing nontraditional vendors as the Department of War actively diversifies its supply base away from legacy contractors whose delivery records and labor practices have created real vulnerability in critical logistics chains. Second, allied nations with qualifying country status under DFARS -- or those building toward it -- are positioned to fill gaps that domestic suppliers alone cannot close.

If your country has bilateral defense agreements with the United States, or if your manufacturers produce components and systems relevant to defense sustainment, the alignment of policy, procurement reform, and supply base diversification creates a window that favors early movers.

What You Will See From Us

Over the coming weeks, we will be sharing country-specific federal pathway briefings tailored for priority markets. These are not generic white papers. Each package reflects the bilateral defense architecture, regulatory landscape, and manufacturing strengths unique to that country. Priority market briefings are already underway -- your feedback has been invaluable and is shaping every iteration. Rob will also be contributing regularly to the Constellation insights series (our periodic deep-dive briefings on market entry intelligence). His perspective on procurement architecture, SBIR topic development, and how the Department of War actually buys things is the kind of operational knowledge that separates serious market entry from expensive tourism.

A Note on How We Work

We are consultants, not brokers. SelectGlobal and OutPace operate as paid strategic advisors to manufacturers pursuing U.S. federal market entry. Trade commissioners and economic development partners are referral channels and collaborative allies -- not clients we invoice. This distinction matters because it keeps incentives aligned: we succeed when manufacturers land contracts and create jobs, not when we generate activity.

If you represent manufacturers who are ready to move beyond trade show conversations and into contract-ready positioning, we should talk.

Looking Ahead

March will bring updates on our Perth beta program, expanded Office Hours scheduling, and the next round of Constellation contributions. The Fork Framework continues to compress timelines -- and the federal pathway work with OutPace is adding an entirely new lane.

2026 is not about waiting for conditions to improve. It is about being positioned when the contracts drop.

Here is to building something that lasts,

Michael T. Edgar, Founder and CEO

SelectGlobal LLC

www.SelectGlobal.net

Navigating together in 2026

As we refresh our systems this quarter, a quick favor: If SelectGlobal's insights on global expansion are valuable to you, help us serve you better by:

Clicking here to confirm your newsletter subscription

Forwarding this to one colleague in economic development or site selection who'd benefit

Still finding your way? That is what we're here for.

Featured Blog Post

Rob Fekete breaks down the \$4B SBIR/STTR program, revealing why many small businesses misunderstand it. Learn how this federal R&D funding serves as a strategic entry point to government contracts and why it's key for startups and encore entrepreneurs aiming to grow.

[Read more Here](#)

Upcoming Events

ITA/GC: Wednesday, February 19

Budget-Smart Translation for Global Business Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by Peter Argondizzo, CEO, Argo Translation, who will examine why translation is no longer a "nice to have," but a strategic advantage for any company operating on the global stage. He'll look at how language can open doors to new markets, strengthen customer trust, and reduce operational risk. He'll also highlight practical, budget-friendly approaches that help teams stretch their resources without sacrificing quality.

From using AI-assisted workflows to building long-term assets like translation memory and glossaries, attendees will leave with actionable steps to reduce costs today and improve efficiency tomorrow.

Wednesday, February 19, 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members & their guests - \$50; Non-members - \$75. For information & registration

LiveXchange: March 15-17 2026

Business Facilities' flagship event returns. An opportunity to reconnect with 20+ municipalities and site selection partners we've been tracking. Georgia is one of our 10-year horizon states, and face-time with the people doing the work matters more than panel presentations.

WhatsApp Community Activation: Our curated network of trade commissioners, economic developers, and expansion specialists is moving from passive directory to active marketplace. Real-time introductions, opportunity matching, and collaborative problem-solving—the way market entry actually happens.

Partner Spotlight

OutPace Business Solutions brings military-grade execution discipline to the government contracting arena. Led by retired USAF Lt. Col. Rob Fekete—a two-time commander with 25 years of global logistics, sustainment, and acquisition experience—OutPace helps manufacturers, advanced technology firms, and growth-oriented small businesses accelerate entry into federal markets.

Their approach blends operational credibility with advanced automation. OutPace's proprietary AI-powered SAM.gov engine processes roughly one government opportunity per minute, scoring and filtering contracts for optimal client fit. In the past year, one defense sustainment client tripled pipeline visibility within 90 days, while another secured a \$1.8M contract award with scalable follow-on potential.

Within SelectGlobal's Constellation, OutPace serves as the government contracting specialist—activated when clients require SAM registration guidance, SBIR/STTR pursuit support, or compliance expertise tied to the Buy American Act and related federal requirements.

What sets OutPace apart is discipline at speed: AI-driven opportunity identification paired with expert, operator-level validation before anything reaches the client. The result is precision, momentum, and contracts that match real capabilities.

Connect with OutPace → outpacesolutions.net

Partner with us in 2026

SelectGlobal works with three distinct partner types:

- For Companies: Strategic orchestration of U.S. market entry and expansion—Virtual Path testing or Physical Path execution, with convergence into sustained operations support.
- For Communities: Foreign direct investment attraction strategy, including Atlas profile development, investor-ready infrastructure intelligence, and partnership activation.
- For Trade Commissioners: Collaborative client referral networks, joint market studies, and curated introductions to SelectGlobal's vetted constellation of site selectors and expansion specialists.

All partnerships begin with a Discovery Call—transparent assessment, clear recommendations, honest go/no-go guidance.

About SelectGlobal?

SelectGlobal operates as your single point of accountability throughout your entire U.S. market entry journey. The Fork Framework gives established international companies a structured, de-risked approach to American expansion - whether testing demand virtually or committing to physical infrastructure. Our LatticeWorks ecosystem coordinates 250+ municipalities, 68+ trade offices, and 100+ alliance partners on your behalf.

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