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



The quarter that just closed was organized around a single reality: the rules of market entry have changed, and most manufacturers - and many of the commissioners advising them - are still running the old playbook. What nobody predicted when we began publishing in January is how quickly the environment would catch up to the analysis. The Strait of Hormuz is functionally closed to commercial shipping as of this writing. War-risk insurance premiums have surged 100% to 1,000% depending on vessel type. A manufacturer whose input costs route

through the Gulf just watched that cost structure become structurally unpredictable. What we spent Q1 building is now the operating manual for the moment that arrived. Guest contributor Rob Fekete, Founder and CEO of OutPace Business Solutions, led us in. His two-part series on the Small Business Innovation Research and Small Business Technology Transfer programs - [Part 1: Understanding the Landscape](#) and [Part 2: Winning the Game](#) - said it most directly. Over \$4 billion flows through SBIR/STTR annually. Most companies treat it like a grant. It is not. The government is buying R&D - and Phase III is procurement: sole-source, no funding ceiling, no past performance requirements for entry. That is the front door to federal contracting that most allied-nation manufacturers do not know exists. Rob has sat as both an evaluator and a portfolio manager. The barrier is not information. It is interpretation.

Guest contributor Shauna McGee Kinney, Business Analyst and SelectGlobal's Perth Outpost lead, followed with [AI Be Nimble, AI Be Quick](#). With more than twenty years translating complex technology into governance and compliance frameworks, Shauna is precisely the right person to explain why AI alone is not enough. Policy moves weekly - Commercial Solutions Opening (CSO) guidance, AUKUS implementation details, SBIR pathway updates. AI compresses the monitoring cycle. Human expertise with real evaluation experience validates what the monitoring surfaces. The piece is the clearest explanation available of why experienced judgment cannot be automated out of this process - and why that matters most for Australian manufacturers working the U.S. defense trade pathways.

[The Resilient Silk Web](#) grounded both pieces in geography. The India-Middle East-Europe Corridor (IMEC) is no longer a single corridor. It is becoming a resilient web of overlapping routes - Turkey's Iraq-Europe Development Road, a southern Saudi path, a proposed Lebanese northern branch. Manufacturers who position at the intersection nodes, the ones that appear on every map regardless of which route completes first, will not need to pick a winner. They will already be there.

[Trade in a Neo-mercantilist World](#) gave commissioners the reframe that ties it together. The sequence is now: validate demand first, then invest. Security alignment has displaced cost efficiency as the primary procurement criterion. The old metric was landed cost per unit. The new metric is supply chain risk per contract. What commissioners measure has to follow that shift - and the commissioners who make that transition first are the ones whose manufacturers will be in position when the announcements come.

The [Strong Convictions Day 8 Update](#) closed the quarter by mapping where all of it lands: ten refined priority clusters with entry pathways, grounded in the NDS, the Hegseth Memorandum, the U.S.-Taiwan trade agreement, and the SCOTUS ruling that ended IEEPA tariff authority as it was structured. The landscape did not shift gradually. It repriced in four months.

Tuesday is the Illinois primary. Whoever wins, the industrial policy tailwinds documented across every piece above do not change direction. The manufacturers watching this moment are asking a simpler question: who has already built the relationships, mapped the pathways, and validated the entry sequence? That is what this quarter was for.

The architecture does not wait for the deals to catch up.

Here is to building something that lasts,

Michael T. Edgar, Founder and CEO

SelectGlobal LLC

[www.SelectGlobal.net](http://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.

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### Featured Blog Post

Michael T. Edgar examines economic development's biggest blind spot: the 12–24 month operational buildout that determines whether an announced project actually survives. Learn why founder-led manufacturers need Jurisdictional Intelligence — not just incentive packages — and how communities that invest in post-announcement execution are the ones projects actually stick to.

Read more Here → <https://www.selectglobal.net/blogs/post/after-the-announcement>

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### Upcoming Events

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#### ITA/GC: Wednesday, April 8

**Something for Every Stakeholder: AI Across Supply Chains.** Luncheon program sponsored by the International Trade Association of Greater Chicago (ITA/GC).

Presentation by Scott Case, Founder and Chief Storyteller, Position: Global, who will focus on the different types of AI, the major players in a number of different logistics industries, and the considerations companies should undertake before adopting one of these platforms.

11:45 a.m. - 2:00 p.m. | Carlucci Rosemont, 6111 North River Road, Rosemont, IL  
ITA/GC Members: \$50 | Non-members: \$75

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### Partner Spotlight

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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](https://outpacesolutions.net)

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### Partner with us in 2026

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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.

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### 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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