



How to Apply for Advocacy Assistance

Advocacy assistance is approved on a case-by-case basis. Contact the Advocacy Center before you apply.



How to Apply for Advocacy

The Advocacy Application Process

The Advocacy Center grants USG advocacy assistance on a case-by-case basis in response to submitted requests made by firms pursuing foreign government procurements and/or projects.

WE STRONGLY URGE COMPANIES INTERESTED IN APPLYING FOR USG ADVOCACY SUPPORT TO SPEAK WITH AN ADVOCACY CENTER STAFF MEMBER PRIOR TO FILING AN ADVOCACY QUESTIONNAIRE.

Advocacy Center Country Managers

1. A company seeking USG support in specific commercial and defense competitions must submit a completed advocacy questionnaire to the Advocacy Center for review.

- The questionnaire must be signed by an officer of the filing company.
- Lastly, the submitted advocacy questionnaire must be accompanied by a completed and signed agreement concerning bribery.
- In cases involving joint ventures, consortia, and teaming arrangements, both the advocacy questionnaire and the anti-bribery agreement must be cosigned by an officer of the “bidder of record” and/or overseas partner(s).

2. Together with the U.S. Embassy and relevant USG agencies, the Advocacy Center will conduct due diligence on the requesting company, bid/project, and the competition. By submitting the advocacy questionnaire, your company agrees to allow the Advocacy Center to share this document and the information contained therein, on an as-needed basis, with other United States Government agencies to carry out appropriate due diligence and more effectively advocate for your interests. The information in the questionnaire, and any supplementary materials provided by your company, is considered business confidential and will not be shared with any other person or organization outside the U.S. Government unless the Advocacy Center is given permission to do so by your company. (Supplementary materials include, among other items, written correspondence, and verbal communication.) All business confidential information will be protected from disclosure to the extent permitted by law.

3. On a case-by-case basis for commercial transactions, following the due diligence process, the Advocacy Center and, if necessary, other USG agencies, in consultation with the U.S. Mission (Embassy) in the country concerned and with other members of the interagency task force, will make a national interest determination to identify whether the project qualifies for USG support. Typically, companies must demonstrate how supporting their bid will positively benefit the U.S. economy, primarily in the form of exports of goods and services. (Yet other factors may also be taken into consideration. Please see the Advocacy Policy for a list of these factors.)

4. The Advocacy Center is the point of contact for companies requesting USG advocacy for sales of defense-related goods and services covered by the International Traffic in Arms Regulations (ITAR). After initial review and due diligence, the Advocacy Center refers defense advocacy cases to agencies concerned with ITAR decisions. These include the Bureau of Industry and Security within the Department of Commerce as well as offices of the Departments of Defense and State. Each of these agencies provides the Advocacy Center either with a recommendation, after which the Advocacy Center issues a national interest determination based on these recommendations. Once an affirmative determination has been issued, the Advocacy Center takes the lead in coordinating advocacy on behalf of the company.

- [FAQ Applying for Advocacy](#)

[Advocacy Questionnaire Application](#)