

FSTEM LLC - Capability Statement

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Presence: Bangkok, Thailand * Granite City, Illinois (USA)

SUMMARY

Business development and trade consulting with a hub in Bangkok. Market entry, sourcing, vendor vetting, due diligence, and cross-border delivery. Enterprise architecture and systems design to make operations predictable and fast.

CORE COMPETENCIES

* Market entry & partner search (SE Asia) * Vendor due diligence & factory/site checks * Cross-border sourcing & first-shipment setup * Enterprise architecture (IT/OT/AI) * Digital twin pilots & data/telemetry design * Training, SOPs, and operating playbooks

DIFFERENTIATORS

* On-the-ground Bangkok coverage across Thailand, Vietnam, Malaysia, Singapore; China coordination
* Military background (West Point); disciplined execution and risk control
* Author of Power Currency; energy/infrastructure perspective in enterprise design
* Simple engagement: 1-2 week sprints, upfront retainer, weekly cadence

REPRESENTATIVE WORK

* Trade Desk Sourcing Sprint: vendor shortlist, diligence, samples, pilot shipment plan
* Architecture Sprint: current->target map, 90-day plan, exec brief
* Energy/infrastructure pilots (microgrid readiness, DER inventory, twin proof-of-concept)

NAICS (indicative): 541611, 541512, 541618 | Insurance: GL + E&O (on request)

GETTING STARTED

Intro call -> 1-page proposal + SOW -> upfront retainer -> kickoff. Net 7; work may pause if unpaid.