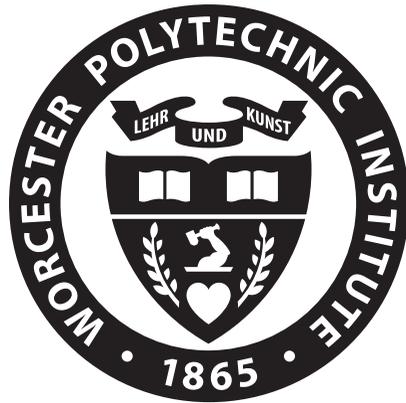


WORCESTER POLYTECHNIC INSTITUTE

# ROBERT H. GODDARD AWARD



THE BOARD OF TRUSTEES  
AND THE ALUMNI ASSOCIATION  
PRESENT TO

## WILLIAM DELPHOS '74

THIS AWARD IN RECOGNITION OF  
**OUTSTANDING PROFESSIONAL  
ACHIEVEMENT**

WILLIAM DELPHOS, you have carried forward the WPI tradition of making a positive impact on communities around the world. We honor you today for your professional accomplishments.

You are the founder and managing director of Delphos International, a firm that assists companies in achieving their emerging market strategies by utilizing the financial resources of the U.S. government, foreign governments, and multilateral organizations. Since you established Delphos International in 1987, the firm has arranged more than \$10 billion in loans, loan guarantees, equity, and political risk insurance to support the business effort of more than 1,000 companies. In recognition of these efforts, Delphos International was awarded the President's "E" Award for Export Service by the United States Department of Commerce, and received three "Deal of the Year" awards from Project Finance magazine. Indeed, Delphos International has helped companies with energy, agribusiness, finance, and other critical work in countries around the world, including Botswana, Bulgaria, El Salvador, Brazil, several states in India, Russia, Kazakhstan, Ukraine, Indonesia, and Afghanistan, among many others.

You are a respected expert in the field of international trade services. A

nationally recognized speaker on the use of government resources for international business, you are also the author of *Inside Washington* and *Washington's Best Kept Secrets*, as well as 15 other international business books. Prior to founding Delphos International, you were appointed by President Ronald Reagan and served four years as chief operating officer of the Overseas Private Investment Corporation. Previously, you held a number of positions with Gould Inc., including that of director of International Operations.

WPI has benefited from your knowledge and experience over the years. Following in the footsteps of your father—Philip Delphos '26, WPI trustee from 1953 to 1972 and trustee emeritus after that—you also served the university as a trustee, from 1984 to 1991, becoming trustee emeritus in 1991. You are an enthusiastic supporter of WPI's project-based curriculum and have helped connect WPI student teams with project sponsors in Washington, D.C., and in Nantucket.

William Delphos, you exemplify the WPI ideal of leadership to make a positive difference in the world, and your distinguished career brings pride to your alma mater. The WPI Alumni Association is proud to present you with the Robert H. Goddard Award for Outstanding Professional Achievement.

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President, WPI Alumni Association

May 31, 2014