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(EXPORT CONTROL MANAGER) DEFENCE EXPORTS 2013 ATTENDEE

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SMi present their 9th annual conference on...

Defence Exports

Advance your export potential

Movenpick Hotel, Amsterdam, The Netherlands

1st & 2nd
OCT
2014

KEYNOTE SPEAKERS:



Mr Kenneth B. Handelman,
Deputy Assistant Secretary,
Defence Trade Controls Office,
U.S. Department of State



Beth McCormick,
Deputy Assistant Secretary,
Defence Technology Security
Administration,
U.S. Department of Defence



Mr Kevin Wolf,
Assistant Secretary for Export
Administration,
U.S. Department of Commerce

EXPERT SPEAKERS:



Chris Chew, Head of Export Control Organisation, **UK Department for Business, Innovation and Skills**



Martijn Dadema, Coordinator Arms Export Control Policy, **Ministry of Foreign Affairs, Netherlands**



Philip Griffiths, Head of Secretariat, **Wassenaar Arrangement**



Stephen de Boer, Director General, **Canadian Trade Control Bureau**



Sylvia Kainz-Huber, Director General Enterprise and Industry, **European Commission**



Maria Izquierdo Ruiz, Director for Licensing of the Export Control System, **Ministry of Economy, Mexico**



Dubi Lavi, Head of Export Controls, **Ministry of Defence, Israel**



Georg Pietsch, Director General, Export Controls, **Federal Office of Economics and Export Controls, Germany**



Jérôme Legrand, Policy Officer, **European External Action Service**



Mr. Hisashi Riko, Member of the Board, General Manager, **CISTEC, Japan**



Aude Fleurant, Director Military Expenditure and Arms Production, **SIPRI**



Wendy Gilmour, Director General, **International and Industry Programs at the Department of National Defence**

BENEFITS OF ATTENDING:

- **HEAR** 3 exceptional presentations from the U.S. State, Commerce and Defence department
- **ENGAGE** with senior policy makers from the U.S. Europe and Middle-East
- **ANALYSE** the latest Export Control Reform changes and export reform modifications from key national markets
- **UNDERSTAND** where the industry is heading and the challenges that will be faced in the future
- **GLOBAL** perspective on export control - featuring presentations from the U.K, Germany, Canada, Japan, Mexico, Israel and Netherlands

PLUS 4 INTERACTIVE HALF-DAY CONFERENCE WORKSHOPS

A: Trade Compliance and Export Solutions

Hosted by: **Nick Boland**, Director of Solutions Consulting - EMEA, **Amber Road**

B: "Specially Designed"

Hosted by: **Mr. Kevin Wolf**, Assistant Secretary for Export Administration, **U.S. Department of Commerce**

C: Applying ECR in the Real World

Hosted by: **Gary Stanley**, President, **Global Legal Services, PC**

D: Cutting Edge ITAR Compliance from a European Perspective

Hosted by: **Joyce Remington**, Deputy Head of Trade Controls, **BAE Systems plc**

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08.00 Registration & Coffee

08.30 **Chairman's Opening Remarks**
Gary Stanley, President, **Global Legal Services**

U.S. AND EU UPDATES

08.40 **OPENING ADDRESS / KEYNOTE ADDRESS**
An update from the U.S. Department of State

- Directorate operations over the past year
- Key regulations developments in 2014
- What is a "positive-list"? Updates on the changes to the USML
- Developments in the unified information technology licensing system

Kenneth B. Handelman, Deputy Assistant Secretary, Defence Trade Controls Office, **U.S. Department of State**

09.20 **An update from the U.S. Department of Commerce**

- Key regulation developments in 2014
- Impact of some military items moving to the Commerce Control List
- License issues and management of licenses
- Dual-use regulations and European trade
- Status report: ECR one year anniversary

Mr Kevin Wolf, Assistant Secretary for Export Administration, **U.S. Department of Commerce**

10.00 Morning Coffee

10.20 **Update on business implications of the U.S. Export Control Reform**

- Changes affecting cross-border production programs and TAAs
- Implications for re-exports and dual/third country nationals
- Compliance with respect to corporate control changes and M&A transactions
- The latest on satellites

Curtis M. Dombek, Managing Partner, **Sheppard Mullin Richter & Hampton, Brussels**
Reid Whitten, Associate, **Sheppard Mullin Richter & Hampton, Brussels**

11.00 **INTERACTIVE PANEL DISCUSSION:**
How are companies dealing with U.S. reforms?

- Regional discrepancies: analysing control and licensing issues
- How are companies dealing with these misalignments?
- What are the key "coping mechanisms"?

Alexander Groba, Group Coordinator U.S. Export Control Regulations, **AIRBUS**
Joshua Fitzhugh, Head of Trade Controls, **BAE Systems**
Beth Mersch, Director of Export Controls, **Northrop Grumman Corporation**
Håkon Lindteigen, Vice President Corporate Compliance, **Kongsberg**

CASE STUDIES

11.40 **CASE STUDY: ECR and Voluntary Self-Disclosure (VSD)**

- Goods moving from USML to CCL and back: Need for a harmonized VSD Procedure under ECR
- Similarities and differences of VSD under the 3 U.S. Regulations (EAR, ITAR, OFAC Regulations)
- VSD could be clearly harmonised to only one instrument for 3 US Regulations
- Impacts of U.S VSD on the German VSD and vice versa

Harald Hohmann, Partner, **Hohmann Rechtsanwälte**

12.20 **AIRBUS perspective on U.S. reforms**

- Organizational impact of the U.S. Reform
- (Re-)Classification Process and must have's for supplies
- Operational Challenges: License Exception STA, Program Status, Defense Services, Brokering, Dual / Third Country Nationals

Alexander Groba, Group Coordinator U.S. Export Control Regulations, **AIRBUS**

13.00 Networking lunch

14.00 **Anti-Corruption Issues in Export Control Compliance**

- How anti-corruption is relevant for your export control compliance
- The intent behind ITAR Part 130, and what it means for your export control compliance efforts
- Creating and managing an effective Part 130 compliance

Joshua Fitzhugh, Head of Trade Controls, **BAE Systems**

REGIONAL UPDATES

14.40 **Asia-Pacific Export Control Update**

- Key developments in APAC dual-use and munitions trade controls
- Implications of the changes and trends in APAC export controls for businesses currently or planning to be active in the region;
- Resources and approaches for regional export control compliance

Jay P. Nash, Managing Director, Strategy & Development, **SECURUS Strategic Trade Solutions**

15.20 **Israeli Defense Export Control – Opportunities and Challenges**

- The importance of the defense industries as part of Israel's national security
- Defense export as a central element in preserving state technological capacity
- The required balance between promotion of defense export and controlling it
- International cooperation on export control

Dubi Lavi, Director, **Defence Export Control Agency, Israel**

16.00 Afternoon Tea

COMPLIANCE AND ENFORCEMENT

16.20 **CASE STUDY: Implementing an effective compliance policy in a global market**

- Common elements in global trade compliance policies
- Assessing risk and mitigation strategies (compliance and reputational risk)
- Creating a robust compliance system with flexibility for local controls and business model solutions

Beth Mersch, Director of Export Controls, **Northrop Grumman Corporation**

17.00 **Impact of ECR on Enforcement Trends**

- Enforcement Approach at DDTC and BIS
- Convergence of Export Controls and other laws regulating international business
- Inter-Agency Cooperation both within the United States and with Government Agencies Abroad
- Enforcement Extraterritoriality and Successor Liability Risks

Olga Torres, Partner, **Braumiller Law Group**

17.40 **CASE STUDY: Key elements of global compliance**

- Evaluating training mechanisms
- Examining the role of IT systems/functionality
- Highlighting co-operation

Håkon Lindteigen, Vice President Corporate Compliance, **Kongsberg**

18.20 **Chairman's Closing Remarks and Close of Day One**

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08.00 Registration & Coffee

08.30 **Chairman's Opening Remarks**
Gary Stanley, President, **Global Legal Services**

08.40 **Keynote address: An Update from the U.S Department of Defence**

- Key regulation developments in 2014
- License issues and management of licenses
- Cyber security: who has control of the data?

Beth McCormick, Deputy Assistant Secretary, Defence Technology Security Administration, **Department of Defence**

09.10 **Wassenaar Arrangement Updates for 2014**

- An overview of the Wassenaar Arrangement
- Developments over 2014
- Summary of changes to the control lists, including new controls agreed in 2013
- The Wassenaar Arrangement and the Arms Trade Treaty (ATT)

Philip Griffiths, Head of Secretariat, **Wassenaar Arrangement**

09.50 **Key EAR Concepts to Master for the ITAR Traditionalist**

- What is Technology? How does it differ from Technical Data?
- License Exceptions: Key Differences between the EAR and ITAR
- Deminimis rule vs. See through rule: When does it apply?
- What if my product is EAR99? Do OFAC sanctions apply?

Nancy Fischer, Partner, **Pillsbury Winthrop Shaw Pittman LLP**

10.30 Morning Coffee

NATIONAL UPDATES PART 1

10.50 **UK Update on export controls**

- Key development in operations in 2014
- Understanding the relationship between UK export licensing and other regimes
- Assessing future challenges: licensing demand, changing technology and trade patterns

Christopher Chew, Head of Policy, Export Control Organisation, **Department for Business, Innovation and Skills**

11.30 **Netherlands update on export controls**

- Outlining the fundamentals of Dutch arms export control policy
- Dual-use item classification: challenges with advancing technology
- Discussing co-operation with other export regimes

Martijn Dadema, Coordinator Arms Export Control Policy, **Department for Security Policy**

12.10 **Canadian export controls and foreign defence relations and cooperation**

- Update on the changes to Export Control List
- Highlighting the challenges of the Defence Production Act (DPA)
- Defence Procurement Policy: assessing how the changes are making the defence market more competitive

Stephen de Boer, Director General, **Trade Control Bureau**
Wendy Gilmour, Director General, **International and Industry Programs at the Department of National Defence**

12.50 **German update on export controls**

- Update on defence export regulations for 2014
- Discussing co-operation with other countries
- How the U.S. reforms intersect with German export controls

Georg Pietsch, Director General, Export Controls, **Federal Office of Economics and Export Controls**

13.30 Networking lunch

EU COMMISSION UPDATES

14.30 **Arms exports to third countries: the 2008 EU Common Position and the Arms Trade Treaty**

- Highlighting the work of the EEAS
- Discussing developments to arms export controls
- Arms Trade Treaty: contextualising the progress

Jérôme Legrand, Policy Officer, **European External Action Service**

15.00 **PANEL DISCUSSION:**
The EU export control system: debate over certification licenses

- EU certification of defence companies
- Assessing the scheme of being certified under the ICT directive
- Planned developments for 2014 and beyond

Sylvia Kainz-Huber, Deputy Head of Defence, Aeronautic and Maritime Industries Unit, **European Commission**

15.40 Afternoon tea

NATIONAL UPDATES PART 2

16.00 **Japanese update on export controls**

- Key developments in the Japanese export market
- Highlighting essential licenses and export controls
- Outlining future opportunities and cooperation initiatives

Mr. Hisashi Riko, General Manager for Exporter Service, **CISTEC, Japan**

16.40 **French update on export controls**

- Outlining the differences in the licensing system (comparison before and after the implementation of the final step of the reform)
- Analyzing the new on-line licensing software
- Assessing reporting obligations
- Highlighting the consequences for exporters in terms of liability and proof of compliance

Nicolas Fribolle, EMEA Regional Compliance Manager, **Esterline Technologies**

17.20 **Emerging issues in arms trade and control**

- New categories or weapons and challenges
- Offsets; issues of assessment and transparency
- A new global production and trade dynamic? Implications for control

Dr. Aude Fleurant, Director, Arms Production and Transfers Programme, **SIPRI**

17.50 Chairman's Closing Remarks and Close of Day Two

MARKETING OPPORTUNITIES

Are you interested in promoting your defence services to a targeted industry sector? SMI offer tailored marketing packages so that your association/publication can gain access to a global market and key decision makers in the defence market. Contact Sonal Patel on +44 (0)20 7827 6106 or email spatel@smi-online.co.uk

Trade Compliance and Export Solutions

In association with:



Overview of workshop:

In this workshop we look at a business, some use cases, defence industry requirements, IT systems and how we can work with IT to streamline key processes while maintaining control and audit capabilities. ITAR and US Export controls will be considered along with other National and EU controls. The role of software will be identified with a critique of its limitations and benefits. Multi-national Classification will also be explored.

Why you should attend:

- Learn how to successfully utilise IT to streamline key processes while maintaining control and audit capabilities
- ITAR, US Export controls, EU controls, and National controls will all be analysed to understand where errors can occur
- Hear about the crucial Multi-national Classification and how it can affect your operations
- Understand the advantages and limitations of software

About the workshop host

Nick joined Amber Road in 2007 and is based in the UK office where he leads the European solutions consulting function. Prior to joining Amber Road, Nick's career has covered such areas as trade finance, trade compliance, defence and logistics & distribution - spanning Europe, Africa and the Far East.

Programme

- 8.30 Registration & Coffee
- 9.00 Chairman's Opening Remarks
- 9.15 Typical business flows today
- 10.15 Morning Coffee
- 10.30 Existing processes and suitability
- 11.00 Gap/performance analysis
- 11.30 Discussion and Questions
- 12.30 Chairman's Closing Remarks

About the organisation

Amber Road, is the leading provider of Global Trade Management (GTM) solutions. These software solutions include automating export processes, providing order and shipment visibility, calculating tariffs, duties and taxes, ensuring regulatory compliance (including Restricted Party Screening) and simplifying the financing, sourcing and transporting of goods across international borders. Visit www.amberroad.com for more information.

HALF-DAY PRE-CONFERENCE WORKSHOP B | Tuesday 30th September 2014

Movenpick Hotel, Amsterdam, The Netherlands

"Specially Designed"

Overview of workshop:

The U.S. Department of Commerce published its definition of "specially designed" on April 16, 2013. This definition is a key part of the U.S. Export Control Reform Initiative. The term "specially designed" is used over 700 times in the U.S. Commerce Control List. Understanding this definition is crucial in determining the proper jurisdiction and classification of an item under the U.S. export control system.

Why you should attend:

- Hear analysis direct from Kevin J. Wolf, Assistant Secretary of Commerce for Export Administration, the official who coined "specially designed"
- Listen to an in depth examination of the catch-and-release structure of "specially designed"
- Understand the procedure of applying the definition
- Have your specific questions answered by the Assistant Secretary of Commerce for Export Administration

About the workshop host

Kevin J. Wolf was sworn in as Assistant Secretary of Commerce for Export Administration on February 19, 2010. Prior to his joining the Obama Administration, he was a partner in the Washington, D.C. office of Bryan Cave LLP. His practice over the course of his nearly 17 years with the firm covered most aspects of the law and policy of international trade, but focused on the Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR), sanctions administered by the Office of Foreign Assets Control

(OFAC), the anti-boycott regulations, the Foreign Corrupt Practices Act (FCPA), and multilateral trade controls. From 1996-1997, he was the Assistant Special Counsel to the House Committee on Standards of Official Conduct. He has a B.A. degree from the University of Missouri-Columbia, a M.A. from the University of Minnesota's Humphrey Institute of Public Affairs, and a J.D. from the University of Minnesota Law School.

Programme

- 13.30 Introduction
- 13.45 Overview of the U.S. Export Control Reform Initiative
- 14.00 Historical background and need to define "specially designed"
- 14.45 Break
- 15.00 Review of the catch and release structure of the definition
- 15.45 Questions & Answers
- 16.00 Break
- 16.15 Steps on applying the definition of "specially designed"
- 16.45 Questions & Answers
- 17.00 Closing remarks

HALF-DAY POST-CONFERENCE WORKSHOP C | Thursday 3rd October 2014

Movenpick Hotel, Amsterdam, The Netherlands

Applying ECR in the Real World

Overview of workshop:

In the spirit that the best way to learn new regulatory requirements is to apply them to real world situations, this workshop will forego the usual section-by-section analysis of recent U.S. export control reforms. Instead, Workshop Leader Gary Stanley will offer a series of hypothetical aerospace and defense transactions and lead a group discussion of how the reforms would apply to them. Particular emphasis will be on how the reforms may present pitfalls for the unwary. SMI is scheduling this workshop immediately following Defence Exports 2014 so that attendees can put into practice what they have learned at the conference.

Why you should attend:

The U.S. Administration is fully underway with Export Control Reform (ECR) and the challenges posed by such large scale change are already being felt across business and government. This workshop will allow for in depth technical analysis of problems that are particularly related to your company as well as a conclusive understanding of the future challenges ECR will hold. Held directly after the 2014 Defence Exports conference this will allow participants to ask the crucial outstanding questions.

About the workshop host

Gary Stanley is the President of Global Legal Services, PC, a Washington, DC-based law firm focusing on trade compliance issues. Mr. Stanley represents, among others, numerous U.S., Canadian, and European companies on defense export control issues. He publishes the daily Defense and Export-Import Update newsletter and frequently speaks at ITAR training events around the world. Mr. Stanley has also provided export control training to multiple Canadian Government agencies and the Russian Government.

In association with:



Programme

- 8:45 Welcome and explanation of workshop format
- 9:00 Brief summary of U.S. export control reforms
- 9:30 Group discussion of how U.S. export control reforms apply to hypothetical but nevertheless common aerospace and defense transactions
- 10:45 Break
- 11:00 Group discussion of additional scenarios showing U.S. reforms might apply
- 12:15 Summary of "Lessons Learned" from hypotheticals
- 12:30 Adjourn

About the organisation

Global Legal Services, PC, is a Washington, DC-based law firm advising U.S. and non-U.S. companies on U.S. export and re-export controls, including securing U.S. licenses and other export authorizations, strengthening corporate export control compliance programs, providing training to employees, and advising on civil violations of the ITAR and EAR.

Cutting Edge ITAR Compliance from a European Perspective

In association with:

BAE SYSTEMS

Overview of workshop:

ITAR compliance is complex and high risk. Getting it right in the European context requires an understanding of the regulations, but it also requires an appreciation of how the State Department applies those regulations to European companies and how that application may affect your company's operations. This workshop will explore those topics in detail.

Why you should attend:

Receive valuable insight into how DDTC applies its regulations to European companies and how those companies can fine tune their compliance programmes in response, including: lessons learnt in BAE's Consent Agreement; key elements in ITAR compliance programmes; understanding DDTC's compliance priorities; and managing hardware, technical data, investigations, voluntary disclosures, and Part 130 requirements.

About the workshop host

Joyce Remington is responsible for disseminating international trade policy guidance, training development and coordinating export licensing requirements for the company's businesses.

Programme

- Overview of BAE's consent agreement and its enhanced approach to ITAR compliance
- Managing your relationships with DDTC
- Structuring a successful ITAR compliance programme
- Licensing theory and practice – how to get what you want from your supply chain and DDTC
- Managing ITAR hardware and technical data in European supply chains and programmes
- Effective investigations and voluntary disclosures
- Practical solutions for Part 130 compliance

About the organisation

BAE Systems is a global defence, aerospace and security company. The Company delivers a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and support services.

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Braumiller Law Group PLLC is an internationally recognized customs and international trade law firm based in Dallas with affiliated offices in Los Angeles, Chicago, Ohio, Houston and Mexico. We combine a consultative team approach and comprehensive industry and governmental agency experience to meet the unique needs of our domestic and international clients. www.braumillerlaw.com



Esterline Technologies Corporation (Esterline) is a leading worldwide supplier to the aerospace and defense industry. The Company designs, manufactures and markets engineered products and systems. It operates in three segments: Avionics & Controls, Sensors & Systems, and Advanced Materials, including thermally engineered components and specialized elastomers and other complex materials, for aerospace and defense markets. Its products are mission-critical equipment, which have been designed into particular military and commercial platforms. With annual sales of approximately \$2 billion, Esterline employs roughly 12,000 people worldwide. www.esterline.com



Hohmann Rechtsanwälte is a law-firm in Büdingen near Frankfurt, "has a clear specialisation on customs and trade (law) and comes highly recommended" (Juve German Law Firms 2013), with co-operation partners in EU, USA, China, Japan and India. Legal services cover: Export Law (EU + US), Customs Law (EU + US), Criminal Law (esp. export and customs violations), International Contracts, Distribution Law, Chemicals and Foodstuff Law, other Business Law (incl. Antitrust, Data Privacy Law). Hohmann is a "leading name in export control law" (Juve) and has published seven books on export & customs law, including ed., Kommentar zum Ausfuhrrecht, Munich: Beck 2002 (a work of reference) and co-ed., Praxis der US-Re-Exportkontrolle (US Re-Export Controls in Action), 2nd ed., Cologne 2013. www.hohmann-rechtsanwaelte.com



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Pillsbury, a dynamic full-service law firm, has offices located across the globe to service our clients. Pillsbury's international trade practice advises clients on a wide range of topics including export controls, foreign investment and industrial security regulations, anticorruption laws, customs matters, economic embargoes, international arbitration, and antidumping and subsidy disputes. www.pillsburylaw.com



Sheppard Mullin is a U.S.-based international law firm of 650 lawyers with 15 offices across the United States, China, Korea, Belgium and the UK. It has one of the leading aerospace and defence practices among law firms and is known worldwide for its premier export control, investigations, international trade and government contracts practice, which is consistently ranked nationally by Chambers USA and was recently named a Law360 Practice Group of the Year for 2013. The Firm has successfully defended some of the largest enforcement cases in U.S. history and its Brussels-based partner, Curtis Dombek, has served on the President's Export Council Subcommittee that helped write many of the new rules for the U.S. export control reform. www.sheppardmullin.com

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Card No:

Valid From / / Expiry Date /

CVV Number 3 digit security on reverse of card, 4 digits for AMEX card

Cardholder's Name: _____

Signature: _____ **Date:** _____

I agree to be bound by SMi's Terms and Conditions of Booking.

Card Billing Address (if different from above): _____

VAT

VAT at 21% is charged on the attendance fees for all delegates, except taxable persons established in the Netherlands – Reverse Charge – Article 194.