

nielsonsmith

ITAR Compliance Europe 2012

ITAR Risks and Costs and how to minimise them.

SPEAKERS

Mr Gary Stanley

Global Legal Services

Ms Ghislaine Gillessen

PWC

Dr Harald Hohman

Hohman Rechtsanwälte

Mr Andreas Teuchert

Excelitas Technologies

Mr David Wilson

HP Enterprise Services

Mr Douglas R. King

Northrop Grumman

LEGAL PARTNER

Hohmann

Rechtsanwälte



pwc

Munich, June 20 - 21 2012

ITAR Compliance Europe

2012

Wednesday 20 and Thursday 21 June 2012, Munich

2012 looks to be an interesting year for ITAR in Europe with the new TAA exemption 126.18 coming into play which should offer greater flexibility for foreign signatories when dealing with third country and dual nationality employees.

Also the transfer of USML items to CCL promises to shift thousands of USML components, parts and accessories but will Congress approve these?

nielsonsmith will be looking at these and other issues as well as helping to get a better understanding of the ITAR as a whole in Munich again this year.

Last year's conference was by popular consent a resounding success offering an unrivalled platform for compliance and export executives to meet and discuss the issues relevant to them but perhaps most importantly to ask the questions uppermost in their minds when coming to grips with the regulations.

Who should attend:

Export compliance officers

Export control managers

International contract managers

Procurement managers

Purchasing directors

Sales and Marketing directors

Project management officers

In house counsels

Pre confirmed Speakers

Mr Gary Stanley

President

Global Legal Services

Dr Harald Hohman

Attorney

Hohman Rechtsanwaelte

Ms Ghislaine Gillessen

Director

PWC

Mr Andreas Teuchert

ITC Manager Europe

Excelitas Technologies

Mr David Wilson

Export Compliance Officer

HP Enterprise Services

Mr Douglas R. King

Export Manager, International Trade Compliance

Northrop Grumman

To Register call the Booking Hotline: +44 (0) 203 397 2781

ITAR Compliance Europe

AGENDA

Day One | Wednesday, June 20, 2012

08:00 - 09:00 Registration, Pre-arranged meetings and Refreshments

09:00 - 09:15 **Opening remarks from Chairman**

09:15 - 10:00 **An overview of the current changes and their impact**

Mr Gary Stanley, President, Global Legal Services

10:15 - 10:45

New Third Country, Country and Dual Nationality Exception § 126.18 ITAR

- Impacts of § 124.8 para.5 ITAR: Approval of all foreign employees
- Exception 1: Major Allies Countries Exception § 124.16 ITAR
- Exception 2: New Third Country and Dual National Exception § 126.18 ITAR
 - Conditions for Application
 - Specially Vetting with 3 Options
 - On the Factors to be Considered for the Vetting: Screening of substantial contacts to prohibited countries, information to be disclosed about the employees, contents of the NDA, necessary clauses for the MLA/TAA
 - Relationship between 124.16 and § 126.18
- Conclusions: a risky and burdensome exception

Dr Harald Hohman, Attorney, Hohman Rechtsanwälte

10:45 - 11:15

Refreshment and Networking Break

11:15 - 11:45

The ECR Initiative, TAA's and MLA requirements

11:45 - 12:45

Intercompany Business

- Influence of ITAR and EU export control regulations on intra-company projects
- Preparation of intra-company projects
- Critical phases during project period (R&D phase, production phase)
- Relations to third parties
- Example of a working global compliance structure managing intra-company military projects

Mr Andreas Teuchert, ITC Manager Europe, Excelitas Technologies

12:45 - 14:15

Lunch and Networking Break

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ITAR Compliance Europe

AGENDA

Day One | Wednesday, June 20, 2012
(continued)

14:15 - 15:15

Re-exports and Retransfers Authorisations: How to Secure Your Licence

- What ITAR licensing options are available to make the retransferring process easier for your company?
- Ways to ensure that your re-export and retransfer authorisations are set up in a manner that aligns with your organisation's objectives
- Factors to consider when drafting an authorisation request for re-exports and retransfers
 - what information needs to be included in the request?
 - what are the responsibilities of the consignee?
- Steps you can take to ensure that your US supplier is putting all the correct information in your re-export and retransfer licence requests
 - how can you ensure that quality of the re-export or retransfer request is high enough to receive the licence?
 - how to guarantee that all the necessary people within your supply chain are included on the licence
- What options are available if your US supplier refuses to help you get a re-export or retransfer licence?
- How to prevent getting your request rejected: common pitfalls to avoid
- Alternative steps to take if your re-export or retransfer licence request is rejected
- What licensing options are available to make the retransfer of commercial satellites easier for companies?
- Best practices for temporary retransfers for the purpose of exhibiting in a trade show
 - what are the different options available?
 - how to re-base line your contract: what factors need to be included?
 - who do you need to get approval from?
- What impact will the Intra-Community Transfer (ICT) have on ITAR re-exports and retransfers?

Mr Douglas R. King, *Export Manager, International Trade Compliance, Northrop Grumman*

15:15 - 16:15

Best Practise in the Supply Chain

Ms Ghislaine Gillessen, *Director, PWC*

16:15 - 16:45

Refreshment and Networking Break

16:45 - 17:45

Panel Discussion ITAR Best Practise

Mr Gary Stanley, *President, Global Legal Services*

Dr Harald Hohman, *Attorney, Hohman Rechtsanwalte*

Ms Ghislaine Gillessen, *Director, PWC*

Mr David Wilson, *Export Compliance Officer, HP Enterprise Services*

Mr Douglas R. King, *Export Manager, International Trade Compliance, Northrop Grumman*

17:45

Drinks Reception and Networking **End of Day One**

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ITAR Compliance Europe **AGENDA**

Day Two | Thursday, June 21, 2012

09:00 - 09:15

Opening remarks from Chairman

09:15 - 10:15

ITAR Licensing

Mr Gary Stanley, President, Global Legal Services

10:15 - 10:45

ITAR Compliance for intangible transfers

- The law on intangible transfers
- US State Dept guidance and EU law (EC Regulation 428/2009) now in sync
- How to manage the controls on data storage
- How to manage the controls on data access – local and remote
- ITAR specifics on intangible transfers
- Inside and outside the country
- The emerging picture on managing cloud computing environments

Mr David Wilson, Export Compliance Officer, HP Enterprise Services

10:45 - 11:15

Refreshment and Networking Break

ITAR Compliance Europe **AGENDA**

Day Two | Thursday, June 21, 2012
(continued)

11:15 - 11:45

Controlling and Marking of Technical data

- Defining technical data under ITAR: which technology and communications are subject to control?
 - how does this differ from the way that the European defence industry defines technical data in every day practice?
- At what point does your technical data become subject to ITAR
 - in what situations can a phone conversation with a potential US supplier be subject to ITAR before an agreement has been entered into?
- Marking your data: how to ensure that all your technical data is properly classified and marked to avoid unprotected transfers
- Best practices for controlling your technical data
 - what checks should you have in place
 - how to safeguard the transfer of emails
 - measures you can take to protect your conversations
 - how to protect your servers
- Encrypting technical data
 - what are the requirements?
 - what are the industry standard practices?
- Best practices for segregating material and marking technical data to avoid ITAR contamination
- How to trace and protect your technical data
 - during intra-company transfers
 - retransferring data back to the US
- What type of software is currently on the market to help control technical data?
 - how do these programmes work in practice?
- Scenario: How to protect ITAR controlled emails in every day practice

Mr Andreas Teuchert, ITC Manager Europe, **Excelitas Technologies**

ITAR Compliance Europe AGENDA

Day Two | Thursday, June 21, 2012
(continued)

11:45 - 12:45

ITAR and EAR/OFAC Enforcement Compared: What you need to know in Case of Violations

- Violations: The eleven forms of prohibited actions/of violations under EAR and ITAR/OFAC and their differences
- Sanctions: Administrative and criminal Sanctions under EAR and ITAR/OFAC and their differences
- Formal Procedure for Enforcement Cases under EAR and ITAR/OFAC and their differences
- Voluntary Self-Disclosure under EAR and ITAR/OFAC and their benefits etc.
- Mitigating and Aggravating Factors under EAR and ITAR/OFAC
- The Impact of the ECR (Export Control Reform)
- Examples of Enforcement Cases under EAR and ITAR

Dr Harald Hohman, Attorney, **Hohman Rechtsanwälte**

12:45 - 14:15

Lunch and Networking Break

14:15 - 15:15

Maintaining a Comprehensive and Cost Effective Internal Export Controls Compliance Programme

Best practice from multi-national companies to ensure they are in compliance with export control regulations:

- Assigning export control responsibilities within your company
- Pros and cons of centralised and decentralised compliance programmes
- Implementing internal compliance training:
 - Who should be trained on export compliance?
 - How often training sessions should be administered including top level briefings, comprehension tests and refresher training?
- Overcoming compliance challenges resulting from different interpretations of E.U. laws by Member States
- Written processes and record keeping: the basis of a compliance programme:
 - Cost effectively completing all the necessary paper work
- Developing efficient metrics to measure the results and improvements of your compliance programme
- The extent to which an adequate compliance programme can minimise export control officers' personal liability

Ms Ghislaine Gillessen, Director, **PWC**

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ITAR Compliance Europe **AGENDA**

Day Two | Thursday, June 21, 2012
(continued)

15:15 - 16:30

Round Table discussion on topics brought up by the delegates

Mr Gary Stanley, President, Global Legal Services

Ms Ghislaine Gillessen, Director, PWC

Dr Harald Hohman, Attorney, Hohman Rechtsanwälte

16:45

End of Conference

16:30 - 16:45

Closing remarks from Chairman

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ITAR Compliance Europe Registration

Conference Package

<input type="checkbox"/> 2 day conference		£ 999,- *
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* plus VAT where applicable

Delegate Details

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ADMINISTRATIVE DETAILS

Date : 20 - 21 June 2012
Time : 08:00 - 16:45
Venue : To be confirmed

FEE

This includes all sessions, lunch, refreshments and available documentation. Bookings received two weeks before the start of the event must be accompanied by a credit card confirmation.

PAYMENT POLICY




Payment policy is due in full upon registering. Your entry to the event will not be guaranteed until payment has been received. All discounts will be applied to the Main Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organisation.

TERMS AND CONDITIONS

You must notify us by email at least 48 hours in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorization. If you are unable to find a substitute, please notify nielsonsmith in writing no later than 10 days prior to the conference date and a credit voucher will be issued to you for the full amount paid, redeemable against any other nielsonsmith conference. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. nielsonsmith reserves the right to cancel any conference for any reason and will not be responsible for airfare, hotel or any other costs incurred by attendees. No liability is assumed by nielsonsmith for changes in program date, content, speakers or venue.

call for group discounts

REGISTRATIONS & ENQUIRIES

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Yes I agree to the Terms & Cancellations Conditions as stated on this form.