

SMi present their 12th annual conference on...

DEFENCE EXPORTS

Optimising Global Trade Compliance Efficiency

Crowne Plaza St Peter's Hotel & Spa, Rome, Italy

27th & 28th
SEPT
2017

**Plus
FOUR
Workshops!**



INDUSTRY SPEAKERS INCLUDE:

-  **Sue Tooze**, Deputy Head of Export Control, Group Legal, **BAE Systems**
-  **Bryon Angvall**, Director Global Trade Controls, **The Boeing Company**
-  **Pierfilippo Rossetti**, Head of Trade Compliance, Legal, Corporate Affairs and Compliance, **Leonardo**
-  **Suzanne Reifman**, Director, Global Trade Management, **Northrop Grumman Corporation**
-  **Warren Bayliss**, Global Head of Export Controls- Defence, **Rolls-Royce PLC**

BENEFITS OF ATTENDING:

- **Hear** from leading government and industry officials on best practices to enhance compliance efficiency
- **Network** with heads of international trade compliance and heads of export controls from Europe, North America, and the rest of the world
- **Learn** how leading representatives at the forefront of defence trade are combating the threat of cyber intrusion and export control violations
- **Discuss** how political implications will affect defence trade globally in 2017 and beyond
- **NEW FOR 2017:** Defence Exports will be held in Italy for the first time with the support of the **Italian Ministry for Foreign Affairs and International Cooperation, Ministry of Economic Development and Leonardo**

PLUS 2 PRE-CONFERENCE WORKSHOPS | 26TH SEPTEMBER

- | | |
|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| <p>A: Update on Export Controls and IT
Hosted by: Gary Stanley, Global Legal Services</p> | <p>B: Re-export of US-Origin Dual Use and Less Sensitive Military Items
Hosted by: Matthew Borman, U.S. Department of Commerce</p> |
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AND 2 POST-CONFERENCE WORKSHOPS | 29TH SEPTEMBER

- | | |
|------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <p>C: Essential Elements of an Export Control Compliance Regime
Hosted by: Sue Tooze, BAE Systems</p> | <p>D: Export Control Classification Across the Globe
Hosted by: Jay Nash, SECURUS Strategic Trade Solutions</p> |
|------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|

GOVERNMENT AND MILITARY SPEAKERS INCLUDE:

-  **Minister Plenipotentiary Francesco Azzarello**, Director, National Authority- UAMA (Armament Licensing and Controls)- **Italian Ministry for Foreign Affairs and International Cooperation**
-  **Matthew Borman**, Acting Assistant Secretary of Export Administration, **US Department of Commerce**
-  **Claire Harrison**, Head of Business Awareness, Export Control Joint Unit, **UK Department for International Trade**
-  **Brigadier General Thierry Carlier**, Deputy Director, International, Strategic and Technological Affairs Directorate, **French Secretariat-General for National Defence and Security- Prime Minister's Services**
-  **Stephane Chardon**, Export Control Coordinator, Directorate General for Trade, **European Commission**
-  **Holger Beutel**, Director of Export Monitoring, Information Analysis, WAR Weapons Control, Verification, Outreach, **German Federal Office of Economics and Export Control**
-  **Dr Massimo Cipolletti**, Head of Unit, Dual Use Items, Commercial Embargoes and Chemical Weapons, Directorate General for International Trade Policy, **Italian Ministry of Economic Development**
-  **Wendy Gilmour**, Director General, Trade Controls Bureau, **Department of Foreign Affairs Canada**
-  **Racheli Chen**, Director of Defence Export Controls Agency (DECA), **Ministry of Defence Israel**



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8.00 Registration & Coffee

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

8.40 HOST NATION ADDRESS: The National Authority of Armament Licensing and Controls - UAMA: An Overview of Exports and Imports

- Figures of 2016 and historical perspective since the founding of UAMA in 1991
- Relationship with companies
- National Authority challenges with companies
- Areas of possible intervention



Minister Plenipotentiary Francesco Azzarello, Director, National Authority- UAMA (Armament Licensing and Controls), **Italian Ministry for Foreign Affairs and International Cooperation**

9.10 KEYNOTE ADDRESS: U.S. Export Control Perspectives from the Department of Commerce

- The ongoing work on export control reform for defence trade
- Continuing to streamline the system
- Looking ahead: the impact of new presidential administration



Matthew Borman, Acting Assistant Secretary of Export Administration, **US Department of Commerce**

9.40 Compliance with Export Control Laws: A Multinational Corporation's Experience

- The Leonardo Trade Compliance Programme
- Sensitive Country for Leonardo Company
- The Trade Compliance as an integrated internal control system



Pierfilippo Rossetti, Head of Trade Compliance, Legal, Corporate Affairs and Compliance, **Leonardo**

10.10 Sanctions Policy in the US under a New Trump Administration

- Sanctions policy developments in 2017 with a focus on Russia, Cuba and Iran
- Case studies of international trade within the EU, US, and rest of the world
- Challenges for the defence trade and best practices to overcome these



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

10.50 Morning Coffee

11.20 Export Control Policy in a Post-Brexit United Kingdom: The Implications for Defence Trade

- Defence trade control policy in the UK
- Developments following the triggering of article 50 and their impact
- Looking ahead and future expectations for export control policy



Claire Harrison, Head of Business Awareness, Export Control Joint Unit, **UK Department for International Trade**

11.50 French Export Controls Specificities and Future Goals for Harmonisation and Improvement

- French specificities
- EU Common challenges faced and the importance of cooperation
- Support of the ICT directive of 2009 and resulting improvements
- Looking ahead: key goals to enhance efficiency in the face of challenges



Brigadier General Thierry Carlier, Deputy Director, International, Strategic and Technological Affairs Directorate, **French Secretariat-General for National Defence and Security- Prime Minister's Services**

12.20 The Modernisation of EU Export Controls - 2017 Update

- An overview of the European Commission proposal:
- The "human security dimension"- integrating human rights and controlling exports of cyber-surveillance technology
- The simplification and harmonization of licensing procedures
- A roadmap for consistent implementation and enforcement
- The need for global convergence of export controls
- The legislative process: state of play and prospects



Stephane Chardon, Export Control Coordinator, Directorate General for Trade, **European Commission**

12.50 Defence Exports- Chasing Technology from US and UK Perspective

- Understanding the regulatory requirements, authorisations and limitations of exporting technology from country of origin
- Identification, marking and tracking of controlled technology received to compliance with use, transfer and re-transfer/re-export conditions
- Incorporation of controlled technology and understanding regulatory requirements, authorisations and limitations of derivative technology and manufacture of resultant hardware



Suzanne Reifman, Director, Global Trade Management, **Northrop Grumman Corporation**



Beth Ann Johnson, Director, European Regional Trade Compliance, Global Trade Management, **Northrop Grumman Corporation**

1.20 Networking Lunch

2.20 Defence Export Regulation Chasing Technology

- Where does your satellite land? Satellite export controls after the ECR
- The ITAR/EAR jurisdictional line
- Treatment of components: USML. Cat XV and exceptions to see-through
- Implications for investment in foreign operators
- The digital defence article: How will we regulate weaponized software?
- Current controls on software
- What is weaponized software and how has it been used?
- How the aims of ITAR relate to export controls on digital attack devices
- How regulators can catch up to the changing technology



Curtis M. Dombek, Partner, **Sheppard Mullin Richter & Hampton**

Reid Whitten, Partner, **Sheppard Mullin Richter & Hampton**

3.00 Best Practices for ITAR Compliance: A European Perspective

- An update on procedures and conformity with EAR, ITAR regulations and FMS requirements
- Implications of working with Air Forces FMS originated material
- Effectively managing the risks of export compliance
- Overcoming key challenges through a robust internal compliance programme



Rosa Rosanelli, Head of International Trade Compliance, **Belgium Engine Center-AIM Norway**

3.30 Specifically Designed for Military Purposes in Germany and USA- Case Studies

- Pistons mainly used for Defence items: German and US interpretation
- Aircraft ground equipment: stricter interpretation in case of positions 0004 and 0010f
- Main differences between BAFA and BIS interpretation



Harald Hohmann, Partner, **Hohmann Rechtsanwälte**

4.10 Afternoon Tea

4.40 German Export Controls: Key Challenges and Developments

- An update on national regulations and the key challenges faced
- Simplifying procedure for intra-community transfers
- Best practices for international trade outside the EU



Holger Beutel, Director of Export Monitoring, Information Analysis, WAR Weapons Control, Verification, Outreach, **German Federal Office of Economics and Export Control**

5.10 Defence Export Controls - Key Challenges for Compliance and Best Practices at Rolls-Royce

- Increasingly complex regulatory environment
- Global movement of Goods, Software and Technology
- Export Control at the heart of the business- an enabler, not just an overhead cost!
- Constantly improving tools and processes to meet business and regulatory requirements



Warren Bayliss, Global Head of Export Controls- Defence, **Rolls-Royce PLC**

5.40 Spanish Export Controls: Recent Developments and an Overview of the ICT Directive

- Update on national regulations
- A future export control reform?
- Overview of the instruments contained in the 2009/43/EC Directive



Ramon Muro, Deputy Director for International Trade in Defence Materials and Dual Use Goods, Secretariat of State for Trade, **Spanish Ministry of Economy, Industry and Competitiveness**

6.10 Chairman's Closing Remarks and Close of Day One

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8.00 Registration & Coffee

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

8.40 HOST NATION ADDRESS:
Italian Regulations and Controls on Dual-Use Items
 • Ensuring efficient management of dual use items
 • Key challenges faced for the Italian directorate for international trade policy
 • Encouraging cooperation and dialogue with allied nations and external partners

 **Dr Massimo Cipolletti**, Head of Unit, Dual Use Items, Commercial Embargoes and Chemical Weapons, Directorate General for International Trade Policy, **Italian Ministry of Economic Development**

9.10 Canada's Export Regime: Crucial Updates and Developments
 • An overview and understanding of Canada's export processes
 • The Arms Trade Treaty (ATT) and Canada's mandate to accede as a States Parties
 • Assessing future export controls reform

 **Wendy Gilmour**, Director General, Trade Controls Bureau, **Department of Foreign Affairs Canada**

9.40 Practical Insights on Addressing New and Evolving Compliance Risks
 • Ensuring global export compliance programmes are in line with sanction developments
 • Key compliance risks for multi-national companies and how these can be eliminated
 • Best practices for a resilient global compliance programme with a focus on US and EU case studies
 • The positive impact of ITAR changes to Boeing's support of U.S. national security and foreign policy priorities

 **Bryon Angvall**, Director Global Trade Controls, **The Boeing Company**

10.10 Israel's Export Control System: The Defence Export Control Agency (DECA)
 • Key focuses and challenges for DECA
 • Ensuring effective enforcement of regulations
 • Reform to dual-use cyber-related products and services
 • Ensuring reform is within the framework of the Wassenaar agreement
 • Case studies and best practices when trading with Israel


 **Racheli Chen**, Director of Defence Export Controls Agency (DECA), **Ministry of Defence Israel**

10.40 Morning Coffee

11.10 Skillful Facilitation: How effective Trade Compliance brings success to the Business Lifecycle.
 • Know Your Business "Lifecycle": What is your internal Customer's Process from "Interest through Post Award"?
 • Understand when and where Corporate Trade Requirements and Regulatory Controls are required for Business to succeed
 • Stakeholder Roadblocks: What happens when trade compliance isn't involved in the Lifecycle?

 **Bill Wade**, Vice President, International Licensing and Compliance, **L3Technologies**

11.40 Electronic Licensing & Requirements with US Export Agencies
 • The new DECCS export Licensing with US State changes
 • Important aspects of the proposed new State Department forms
 • New Commerce and OFAC licensing updates
 • Single Agency/Single form- myth or reality- what changes to expect

 **Thomas Mathew**, Vice President- Global Trade Solutions, **OCR**

12.20 Updates from the Wassenaar Arrangement
 • Brief background and current context
 • Main outcomes over 2016-2017, including 20th anniversary
 • Recent Control List changes taking into account international security scene, technological advances & market trends
 • Looking ahead

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

12.50 PANEL DISCUSSION: Responding to DFARS Safeguarding Requirements for Cyber Security Requirements
 • Ensuring compliance when safeguarding covered defence information and cyber incident reporting
 • Best practices from industry
 • Maintaining compliance with new DoD cybersecurity rules

 **Rosa Rosanelli**, Head of International Trade Compliance, **Belgium Engine Center-AIM Norway**
Bill Wade, Vice President, International Licensing and Compliance, **L3Technologies**
Sue Tooze, Deputy Head of Export Control, Group Legal, **BAE Systems**


1.20 Networking Lunch

2.20 Essential Elements of an Export Control Compliance Programme
 • Policies and procedures
 • Development of people
 • Compliance and audit
 • Continuous improvement

 **Sue Tooze**, Deputy Head of Export Control, Group Legal, **BAE Systems**

2.50 Session Reserved for NATO
William Alberque, Head, Arms Controls and Coordination Section (ACCS), Political Affairs and Security Policy Division, **NATO**

3.20 Developing Policy, Process and Procedures for the UK MoD: The Assets Subject to Special Controls (ASSC) Service
 • Define the scope of ASSC;
 • The ASSC Service: providing a Defence wide accessible environment and set of tools for a single point of reference of ASSC information, exploitable within their individual business environments
 • Ensuring numerous regimes and regulations are included such as ITAR, EAR, DTCT, FMS etc
 • Supporting compliance with foreign government export control regulations;
 • A game changer: the benefits for all defence industry companies

 **David Rogers**, Waterguard Programme Deputy Head, **UK Ministry of Defence**
Mark Jones, Waterguard ASSC Compliance Lead, **UK Ministry of Defence**

3.50 Afternoon Tea

4.20 Assessing the Challenges of Complying with EU and US Regulations
 • An overview of the key differences and similarities and the respective challenges
 • Interacting efficiently with US and EU industry to ensure proper compliance

 **Laurence Carey**, Group Trade Control Manager, Procurement, **Marshall Aerospace and Defence Group**

4.50 Export Controls of Western Balkan Countries
 • Provide a review of the export control systems of Serbia, Bosnia, Albania, Montenegro, Macedonia, and Kosovo
 • Discuss the legal framework and licensing systems for both defense and dual-use trade in each country
 • Identify similarities and differences among Balkan country control lists and those of the European Union and United States
 • Offer suggestions for how businesses can navigate and comply with Balkan country export controls

 **Jay Nash**, Consultant, **SECURUS Strategic Trade Consulting**

5.20 Managing Australian Exports with Effective Arms and Dual-Use Controls
 • Understanding Australia's regulations
 • Effectively adhering to European and US controls
 • Key challenges for doing business with Australia

 **Claire Willette**, Principal, **Windrose International Pty Ltd**

5.50 Chairman's Closing Remarks and Close of Defence Exports 2017

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Update on Export Controls and IT

Overview of workshop:

This Workshop will explore the increasing role that IT and cybersecurity plays in trade compliance programs. It will delve into the main IT challenges in preventing unauthorized access, U.S. DoD's Defense Federal Acquisition Regulation Supplement (DFARS) requirements relating to cybersecurity, and the increasing attention that U.S. export control enforcement is giving to cybersecurity. The session will conclude with a look at how IT can help automate export control compliance.

Why you should attend:

This Workshop is a "must" attend for senior corporate compliance managers, IT managers, export control auditors, in-house counsel, and IT service providers and consultants. Participants will:

- Learn how to avoid compliance traps associated with the electronic storage and transfer of controlled technical data.
- Explore what role IT plays in an effective and robust export control compliance program.
- Understand how DFARS "flow downs" may dictate your IT infrastructure
- Find out current governmental enforcement trends with respect to unauthorized transfers of export-controlled data.
- Benefit from the experience of current users as to what export control automation software may be right for your company.

About the workshop host:

Gary Stanley is the President of Global Legal Services, PC, a Washington, DC-based law firm. Mr. Stanley represents, among others, numerous U.S., Canadian, and European companies on export control issues. Mr. Stanley served as the Subject Matter Expert on Export Controls for the ground breaking Transatlantic Secure Collaboration programme's Phase II Design Framework, a set of best practices for sharing unclassified controlled information electronically. Mr. Stanley is the editor of the daily Defense and Export-Import Update newsletter.

About the organisation:

Global Legal Services, PC, is a Washington, DC-based law firm focusing on trade compliance and other international business issues. The firm advises both 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 programmes, providing training to employees, and advising on civil violations of the ITAR and EAR.

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

Programme:

- 08.30 Registration & Coffee**
- 08.45 Opening Remarks and Introductions**
- 09.00 Seven Critical IT Challenges in Export Control Compliance**
- The "simplest challenge" – structured and managed controlled data on corporate networks
 - E-mails everywhere! Policing controlled data in a world of desktops, home computers, laptops, thumb drives, mobile phones, and tablets
 - Overcoming the "culture clash" between export control and IT managers
- 09.40 U.S. DFARS Cybersecurity Requirements**
- "Flow down" contract clauses relating to cybersecurity safe guard measures and cyber incident reporting
 - The role that the U.S. National Institute of Standards and Technology plays
 - Is U.S. DoD likely to make more programs classified to combat hacking
 - Other steps US DoD is taking through cyber security measures to carve out a bigger role for itself in defense trade regulation
- 10.20 Morning Coffee**
- 10.50 U.S. Export Control Enforcement's Evolving Expectations**
- Does a cyber hacking incident call for a Voluntary Disclosure?
 - Creating a "safe harbour" through DFARS compliance
 - Insights from recent Consent Agreements
 - State and Commerce's Differing Views on "Potential Access"
- 11.30 IT's Role in Trade Automation**
- Solving the challenge of tracking re-export authorizations for U.S.-controlled parts in bills of material
 - Data loss prevention through ID and Data Management
 - Review of best-in-class software programs for trade automation
- 12.10 Closing Remarks and Questions**
- 12.30 End of Workshop**

HALF-DAY PRE-CONFERENCE WORKSHOP B | 13:00 - 17:15 Tuesday 26th September Crowne Plaza St Peter's Hotel & Spa, Rome, Italy

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U.S. Export Controls and Re-Export Considerations

Overview of workshop:

This workshop will provide delegates with a crucial understanding of U.S. export controls and re-export considerations with analysis direct from Matthew Borman, Acting Assistant Secretary of Commerce for Export Administration.

Understanding these considerations is crucial in determining proper compliance for trade of items subject to the Export Administration Regulations (EAR) located outside of the United States.

Why you should attend:

- Hear, learn and discuss export controls and re-export requirements directly from Matthew Borman, Acting Assistant Secretary of Commerce for Export Administration
- Listen to an in depth examination of the framework for controlling dual-use and less sensitive military items
- Understand the license requirements and available license exceptions for re-exporting items under the EAR, including deemed reexports
- Benefit from re-export specific exercises, including de minimis calculations and case studies of the direct product and second incorporation rules
- Have your specific questions answered by the Acting Assistant Secretary of Commerce for Export Administration

About the workshop host:

Mr. Borman serves as the Acting Assistant Secretary for Export Administration for the Department of Commerce. Prior to his appointment as Acting Assistant Secretary, Mr. Borman served as Deputy Assistant Secretary for Export Administration where he was responsible for implementing the Bureau of Industry and Security's (BIS) controls on the export of commercial, dual-use, and less sensitive military items for national security, foreign policy, nonproliferation, and short supply reasons. In addition, he oversaw BIS's programs to ensure that industrial resources are available to meet national and economic security requirements, BIS's implementation of the Chemical Weapons Convention and the U.S. Additional Protocol.

Hosted by: **Matthew Borman**, U.S. Department of Commerce

About the organisation:

The Bureau of Industry and Security (BIS) is an agency of the United States Department of Commerce that advances U.S. national security, foreign policy, and economic objectives by ensuring an effective export control and treaty compliance system and promoting continued U.S. strategic technology leadership. Among its' other responsibilities, BIS administers and enforces U.S. export controls on commercial, dual-use and less sensitive military items.

Programme:

- 13.00 Registration & Coffee**
- 13.30 Opening remarks and introductions**
- Background on the U.S. Export Control System
 - Application of the EAR to Items Outside of the United States
- 13.40 Framework for controlling dual-use and military items**
- Determining Whether a License is Required
 - Guidance on U.S. Sanctions Programs
- 14.20 BIS authorizations for re-exporting items on the Commerce Control List**
- Re-exporting U.S.-Origin Items in the Form Received
 - Deemed Re-exports
 - License Exceptions
- 15.00 Afternoon Tea**
- 15.40 Receiving dual-use and military items**
- The Reexport and Transfer of Items Exported Under License Exception STA
- 16.20 Re-exporting items under the EAR**
- Classifying Non-U.S.-Made Items that are Subject to the EAR
 - Re-exporting Non-U.S.-origin Items Containing U.S.-Origin Content – The De Minimis Rule
 - The Second Incorporation Rule
 - The Direct Product Rules
- 17.00 End of Workshop**

Essential Elements of an Export Control Compliance Regime

Hosted by: **Sue Tooze, BAE Systems**

Overview of workshop:

This workshop will cover key aspects of a compliance programme. The workshop delegates will consider their own compliance programmes and how they might be improved using scenarios and sharing of experiences.

Why you should attend:

- Hear from leading industry perspective on how BAE are developing and delivering the company's export control functional strategy
- Learn how essential elements of an export compliance programme can be applied to your business
- Explore non-compliance scenarios and discuss best practices

About the workshop host:

Sue joined BAE Systems in 2000. Prior to moving to the Head Office Group Export Control team, she worked as the Maritime Submarines Head of Commercial Services, managing export control compliance, export contracting and export finance for the business.

Sue and her team are currently responsible for developing and delivering the Company's Export Control functional strategy and its Learning and Development programme.

About the organisation:

BAE Systems provides some of the world's most advanced, technology-led defence, aerospace and security solutions and employs a skilled workforce of some 82,500 people in over 40 countries. Working with customers and local partners, we develop, engineer, manufacture and support products and systems to deliver military capability, protect national security and people and keep critical information and infrastructure secure.

Programme:

- 08.30 Registration & Coffee
- 09.00 Opening remarks and introductions , identification and agreement of learning outcomes
- 09.30 Session 1 Recap of the essential elements of an export control compliance regime with delegate discussion
- 09.50 Session 2 Delegate completion of an individual SWOT analysis for their own business
- 10.20 Morning Coffee
- 10.50 Session 3 In groups working through some non-compliance scenarios considering how the SWOT would affect the outcome in the delegates' businesses and sharing of ideas
- 11.30 Session 4 Feedback in groups including achievement of learning outcomes and identification of opportunities for improvement
- 12.10 Closing remarks and Questions
- 12.15 End of Workshop

HALF-DAY POST-CONFERENCE WORKSHOP D | 13:00 - 17:15 FRIDAY 29TH SEPTEMBER Crowne Plaza St Peter's Hotel & Spa, Rome, Italy

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Export Control Classification across the Globe

Hosted by: **Jay Nash, Consultant, SECURUS Strategic Trade Consulting**

Overview of workshop:

This workshop will provide participants with up-to-date information and practical guidance on the export control systems of national export controls lists from Asia-Pacific to the Middle East to Latin America and the points in between. The workshop will examine global export control classification case studies with a more detailed look at how to classify products and technologies according to global export control systems before exploring some of the challenges facing control classification around the world. The workshop will culminate by looking at how global export control classification can be applied to delegates compliance programmes to ensure that they return to their businesses with an applicable set of strategies for future compliance.

Why you should attend:

- Explore key national control lists from around the globe and how they can compare with those of the U.S. and EU
- Discuss case studies to understand and learn about global export control classification
- Learn how to overcome classification challenges around the globe within a number of industries including aerospace, defence, and electronics
- In just half a day learn how global export control classification can be effectively applied to your company compliance programmes

About the workshop host:

Jay Nash is global trade controls consultant who was a founder and Member of the export controls consulting firm, SECURUS Strategic Trade Solutions, LLC, which was named "Consultancy of the Year" in the 2016 World Export Control Review Awards. Jay has been working in the field of export controls and compliance for more than a decade, where he has specialized in foreign/non-U.S. export controls. He helps U.S. and multinational firms navigate and operationalize foreign export controls, providing licensing, classification, auditing, training, and compliance program development services. He also helps governments around the world strengthen their national export control systems as a project implementer for the U.S. Export Control and Related Border (EXBS) Program. He is a frequent speaker on global export control topics at public and private international export control and compliance conferences, and a guest instructor for the Export Compliance Training Institute (ECTI). He has degrees in international law and international security, and is proficient in spoken Mandarin.

About the organisation:

SECURUS Strategic Trade Solutions, LLC is a U.S.-based consulting firm specialising in global export controls and compliance. SECURUS provides export control information, classification support, licensing guidance and assistance, ICP development, and company training for countries in Asia Pacific, South Asia, Russia and Central Asia, the Middle East, Latin America, and greater Europe. SECURUS has worked in partnership with companies from all industry sectors to manage global export control compliance challenges comprehensively and cost-effectively.

Programme:

- 13.00 Registration & Coffee
- 13.30 Opening Session
 - Workshop Leader and Participant introductions
 - Overview of workshop topics
- 13.40 The State of Play: A Review of National Control Lists from Around the Globe
 - A global tour of national export control lists from Asia Pacific to the Middle East to Latin America and points between
 - Comparing export control lists and classification codings from around the globe with those of the U.S. and EU
 - Special considerations in comparing national munitions lists versus dual-use lists
- 14.20 Global Export Control Classification Case Studies
 - A more detailed look at how to classify products and technologies according to global export control systems through the use of classification case studies
 - Examples from aerospace, defense, electronics, encryption, computer, industrial machinery, special material, and vehicle industries
 - How to classify when controlled parts are incorporated into non-controlled finished products
 - How to classify technology
- 15.00 Afternoon Tea
- 14.30 Global Export Control Classification Challenge
 - Practical exercises to reinforce the
 - Examples from aerospace, defense, electronics, encryption, computer, industrial machinery, special material, and vehicle industries
 - Group review and discussion of exercise results
- 16.10 Putting Global Export Control Classification into Your Company Compliance Program
 - "Best practices" for item screening/classification from a global perspective
 - Recording and tracking your global export control classifications
 - Government-provided resources available to help with your export control classifications
- 16.50 Workshop Summary and Closing Remarks
- 17.15 Workshop Conclusion
End of Workshop

DEFENCE EXPORTS 2017

Conference: Wednesday 27th- Thursday 28th September 2017 | Crowne Plaza St Peter's Hotel & Spa, Rome, Italy Workshops: Tuesday 26th September 2017 & Friday 29th September 2017

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DELEGATE DETAILS

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Mobile: _____

Switchboard: _____

Signature: _____ **Date:** _____

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

ACCOUNTS DEPT

Title: Forename: _____

Surname: _____

Email: _____

Address (if different from above): _____

Town/City: _____

Post/Zip Code: _____ **Country:** _____

Direct Tel: _____ **Direct Fax:** _____

VENUE Crowne Plaza St Peter's Hotel & Spa, Rome, Italy

Please contact me to book my hotel
 Alternatively call us on +44 (0) 870 9090 711,
 email: hotels@smi-online.co.uk or fax +44 (0) 870 9090 712

Terms and Conditions of Booking

Payment: If payment is not made at the time of booking, then an invoice will be issued and must be paid immediately and prior to the start of the event. If payment has not been received then credit card details will be requested and payment taken before entry to the event. Bookings within 7 days of event require payment on booking. Access to the Document Portal will not be given until payment has been received.

Substitutions/Name Changes: If you are unable to attend you may nominate, in writing, another delegate to take your place at any time prior to the start of the event. Two or more delegates may not 'share' a place at an event. Please make separate bookings for each delegate.

Cancellation: If you wish to cancel your attendance at an event and you are unable to send a substitute, then we will refund/credit 50% of the due fee less a £50 administration charge, providing that cancellation is made in writing and received at least 28 days prior to the start of the event. Regrettably cancellation after this time cannot be accepted. We will however provide the conference documentation via the Document Portal to any delegate who has paid but is unable to attend for any reason. Due to the interactive nature of the Briefings we are not normally able to provide documentation in these circumstances. We cannot accept cancellations of orders placed for Documentation or the Document Portal as these are reproduced specifically to order. If we have to cancel the event for any reason, then we will make a full refund immediately, but disclaim any further liability.

Alterations: It may become necessary for us to make alterations to the content, speakers, timing, venue or date of the event compared to the advertised programme.

Data Protection: The SMi Group gathers personal data in accordance with the UK Data Protection Act 1998 and we may use this to contact you by telephone, fax, post or email to tell you about other products and services. Unless you tick here we may also share your data with third parties offering complementary products or services. If you have any queries or want to update any of the data that we hold then please contact our Database Manager databasemanager@smi-online.co.uk or visit our website www.smi-online.co.uk/updates quoting the URN as detailed above your address on the attached letter.

CONFERENCE PRICES GROUP DISCOUNTS AVAILABLE

I would like to attend: (Please tick as appropriate)	Fee	+ VAT	TOTAL
COMMERCIAL ORGANISATIONS			
<input type="checkbox"/> Conference & 4 Workshops	£3895.00	+ VAT	£4751.90
<input type="checkbox"/> Conference & 3 Workshops	£3296.00	+ VAT	£4021.12
<input type="checkbox"/> Conference & 2 Workshops	£2697.00	+ VAT	£3290.34
<input type="checkbox"/> Conference & 1 Workshop	£2098.00	+ VAT	£2559.56
<input type="checkbox"/> Conference only	£1499.00	+ VAT	£1828.78
<input type="checkbox"/> 4 Workshops only	£2396.00	+ VAT	£2923.12
<input type="checkbox"/> 3 Workshops only	£1797.00	+ VAT	£2192.34
<input type="checkbox"/> 2 Workshops only	£1198.00	+ VAT	£1461.56
<input type="checkbox"/> 1 Workshop only	£599.00	+ VAT	£730.78
Workshop <input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> D			
MILITARY, GOVERNMENT, PUBLIC SECTOR RATE			
<input type="checkbox"/> Conference & 4 Workshops	£3295.00	+ VAT	£4019.90
<input type="checkbox"/> Conference & 3 Workshops	£2696.00	+ VAT	£3289.12
<input type="checkbox"/> Conference & 2 Workshops	£2097.00	+ VAT	2558.34
<input type="checkbox"/> Conference & 1 Workshop	£1498.00	+ VAT	£1827.56
<input type="checkbox"/> Conference only	£899.00	+ VAT	£1096.78
<input type="checkbox"/> 4 Workshops only	£2396.00	+ VAT	£2923.12
<input type="checkbox"/> 3 Workshops only	£1797.00	+ VAT	£2192.34
<input type="checkbox"/> 2 Workshops only	£1198.00	+ VAT	£1461.56
<input type="checkbox"/> 1 workshop only	£599.00	+ VAT	£730.78
Workshop <input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> D			
PROMOTIONAL LITERATURE DISTRIBUTION			
<input type="checkbox"/> Distribution of your company's promotional literature to all conference attendees	£999.00	+ VAT	£1198.80

DOCUMENTATION

I cannot attend but would like to Purchase access to the following Document Portal/ Paper Copy documentation.	Price	+ VAT	Total
<input type="checkbox"/> Access to the conference documentation on the Document Portal	£499.00	+ VAT	£598.80
<input type="checkbox"/> The Conference Presentations – paper copy (or only £300 if ordered with the Document Portal)	£499.00	-	£499.00

PAYMENT

Payment must be made to **SMi Group Ltd**, and received before the event, by one of the following methods **quoting reference D-145 and the delegate's name. Bookings made within 7 days of the event require payment on booking, methods of payment are below. Please indicate method of payment:**

UK BACS Sort Code **300009**, Account **00936418**

Wire Transfer Lloyds TSB Bank plc, 39 Threadneedle Street, London, EC2R 8AU
 Swift (BIC): **LOYDGB21013**, Account **00936418**
 IBAN **GB48 LOYD 3000 0900 9364 18**

Cheque We can only accept Sterling cheques drawn on a UK bank.

Credit Card Visa MasterCard American Express
 All credit card payments will be subject to standard credit card charges.

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 22% is charged on the attendance fees for all delegates, except taxable persons established in Italy – Reverse Charge – Article 194. VAT is also charged on Document portal and literature distribution for all UK customers and for those EU Customers not supplying a registration number for their own country here