

"Very informative and well organised conference..."  
CAE, Canada - 2009 attendee

# SMi's 5th annual... Defence Exports 2010

## Maximising Future Export Capabilities

4th & 5th October 2010, Le Palace Crowne Plaza, Brussels

### Our key speakers include:

- **James Hursch**, Deputy Undersecretary of Defense, Technology Security Policy and National Disclosure Policy (Acting) and Director, Defense Technology Security Administration (Acting), **US Department of Defence**
- **Robert S. Kovak**, Managing Director, Directorate of Defence Trade Controls, **US Department of State**
- **Kevin Wolf**, Assistant Secretary for Export Administration, **US Department of Commerce**
- **Ambassador Sune Danielsson**, Head of Secretariat, **Wassenaar Arrangement**
- **Richard Williams**, Deputy Director Armaments, **NATO International Staff**
- **Richard Sladden**, Head, Industrial Outreach Unit, **NATO International Staff**
- **Dr. Walter Werner**, Head of Unit, V B 3 - Defence Export Policy, Control of Acquisitions, **Ministry of Economics and Technology, Germany**
- **Marion Paradas**, Director, International, Strategic and Technological Affairs, **Secretariat General of National Defence, France**
- **Tom Smith**, Head of Export Control Organisation, **Department for Business Innovation & Skills, UK**
- **John Neumann**, Assistant Director, Acquisition and Sourcing Management, **US Government Accountability Office**
- **Jan-Erik Lövgren**, Deputy Director General, **Swedish Inspectorate of Strategic Products (ISP)**
- **Pierre-Arnaud Lotton**, DG Enterprise, **European Commission**
- **Lütfi Varoglu**, Head, International Co-Operation, **Undersecretariat for Defence Industries, Turkey**

### CONFERENCE HIGHLIGHTS

- ✓ **Meet** national representatives and learn about the latest export control regulations
- ✓ **Discuss** ITAR and its impact on your business with the US Departments of State, Commerce and Defence
- ✓ **Analyse** the Obama reforms and changes to export regulation
- ✓ **Assess** changes and updates to export controls across Europe
- ✓ **Learn** about the latest security and data controls from industry experts and market leaders

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## PLUS A POST-CONFERENCE WORKSHOP

**Two Elephants in the Room :  
The Compliance Risks of IT and Supply Chain**

6th October, Le Palace Crowne Plaza, Brussels, Belgium

In association with:

 BAKER & MCKENZIE

 David Hayes - Export Controls

Register online at [www.smi-online.co.uk/ts01.asp](http://www.smi-online.co.uk/ts01.asp)

To attend contact Teri Arri on email [tarri@smi-online.co.uk](mailto:tarri@smi-online.co.uk)  
Alternatively fax your registration to +44 (0) 207 827 6163 or call +44 (0) 207 827 6162

Book by June 30th and receive a £200 early bird discount



8.30 Registration & Coffee

9.00 **Chairman's Opening Remarks**  
**David Hayes**, Director, **David Hayes Export Controls** and Chairman, **Export Group for Aerospace and Defence, UK**

**ITAR AND US EXPORT CONTROLS**

**OPENING ADDRESS**

9.10 **ITAR Update and the US Export Control System in 2010**  
**Robert S. Kovak**, Managing Director, Directorate of Defence Trade Controls, **US Department of State**

**KEYNOTE ADDRESS**

9.40 **US Department of Commerce Update**

- Content and status of the US export control reform effort
- Exports and re-exports from Europe
- Plans for the future

**Kevin Wolf**, Assistant Secretary for Export Administration, **US Department of Commerce**

10.10 **US Department of Defence Update**  
**James Hursch**, Deputy Undersecretary of Defense, Technology Security Policy and National Disclosure Policy (Acting) and Director, Defense Technology Security Administration (Acting), **US Department of Defence**

10.40 Morning Coffee

11.00 **INTERACTIVE PANEL DISCUSSION**  
**The Way Ahead and the Impact of the Obama Reforms**

**Moderated by:**

- **Gary Stanley**, Director, **Global Legal Services**

**Panellists:**

- **Robert S. Kovak**, Managing Director, Directorate of Defence Trade Controls, **US Department of State**
- **Kevin Wolf**, Assistant Secretary for Export Administration, **US Department of Commerce**
- **James Hursch**, Deputy Undersecretary of Defense, Technology Security Policy and National Disclosure Policy (Acting) and Director, Defense Technology Security Administration (Acting), **US Department of Defence**

12.00 **The US Export Control System – A View from the US Government Accountability Office**

- US safety net of programmes designed to support defence trade while protecting US technology
- Weaknesses and challenges in US export controls
- Pending proposals to change existing US export control system

**John Neumann**, Assistant Director, Acquisition and Sourcing Management, **US Government Accountability Office**

12.30 Networking Lunch

**SCANDINAVIAN EXPORT CONTROLS**

1.50 **Sweden - National Update**  
**Jan-Erik Lövgren**, Deputy Director General, **Swedish Inspectorate of Strategic Products (ISP)**

2.10 **Norway - National Update**  
**Senior Representative, Ministry of Foreign Affairs, Norway**

2.30 **Denmark - National Update**  
**Per Fischer**, Special Adviser to the Minister for Foreign Affairs on Non Proliferation, **Ministry of Foreign Affairs, Denmark**

2.50 **Finland - National Update**  
**Sanna Poutiainen**, Adviser, **Ministry of Defence, Finland**

**INTERACTIVE PANEL DISCUSSION**

3.10 **Scandinavian Export Controls**

**Moderated by:**

- **Henrik Petersson**, Vice President Export Compliance, **SAAB**

**Panellists:**

- **Jan-Erik Lövgren**, Deputy Director General, **Swedish Inspectorate of Strategic Products (ISP)**
- **Per Fischer**, Special Adviser to the Minister for Foreign Affairs on Non Proliferation, Office for Security Policy, **Ministry of Foreign Affairs, Denmark**
- **Sanna Poutiainen**, Adviser, **Ministry of Defence, Finland**
- **Senior Representative, Ministry of Foreign Affairs, Norway**

4.00 Afternoon Tea

**SPECIAL ADDRESS**

4.20 **Turkish Export Control National Overview**

- Capabilities and products of the Turkish defence industry
- Defence exports procedures in Turkey
- Defence exports strategy of SSM

**Lütfi Varoglu**, Head, International Co-Operation, **Undersecretariat for Defence Industries, Turkey**

**SECURITY AND DATA CONTROL IN EXPORTS**

4.50 **Post-Approval License Management**

- Monitoring the scope of a license to ensure the project is not expanding beyond what was authorised
- Tracking and seeking authorisation for new sub-licensees and dual national/third country national employees entering the project
- Following up on required notices and reports to State / DDTC

**Gary Stanley**, President, **Global Legal Services**

5.20 **IT Outsourcing and the Challenges of Intangible Transfers**

- Export control challenges created by:
  - Drive to outsource IT services
  - Remote management of servers
  - Cloud computing
- Some practical experiences and lessons learned

**David Wilson**, Export Compliance Consultant, **Hewlett Packard Enterprise Services**

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

Register online at [www.smi-online.co.uk/ts01.asp](http://www.smi-online.co.uk/ts01.asp) or fax your registration to +44 (0)20 7827 6163

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8.30 Re- registration & Coffee

9.00 **Chairman's Opening Remarks**  
David Hayes, Director, **David Hayes Export Controls** and Chairman, **Export Group for Aerospace and Defence, UK**

#### OPENING ADDRESS

9.10 **Export Controls – The NATO Perspective**

- The impact of ITAR regulations on NATO investment and procurement
- What affects NATO?
- Experiences and lessons learned

**Richard Williams**, Deputy Director Armaments, **NATO International Staff**  
**Richard Sladden**, Head, Industrial Outreach Unit, **NATO International Staff**

9.50 **Extraterritorial Reach of US Export Laws**

- Brokering – New proposed rules
- Intersection of the FCPA and export control rules in an expanded global enforcement era

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

10.30 Morning Coffee

#### NATIONAL EXPORT CONTROL UPDATES – NORTHERN EUROPE

10.50 **UK - National Update**  
**Tom Smith**, Head of Export Control Organisation, **Department for Business Innovation & Skills, UK**

11.10 **Netherlands - National Update**  
**Henk Cor van der Kwast**, Head of Non-Proliferation, Disarmament, Arms Control and Export Control Policy Division, Security Policy Department, **Ministry of Foreign Affairs, Netherlands**

11.30 **Germany - National Update**  
**Dr Walter Werner**, Head of Unit, V B 3 - Defence Export Policy, Control of Acquisitions, **Ministry of Economics and Technology, Germany**

11.50 **France - National Update**  
**Marion Paradas**, Director, International, Strategic and Technological Affairs, **Secretariat General of National Defence, France**

#### INTERACTIVE PANEL DISCUSSION

12.10 **Northern Europe Export Controls**

##### Moderated by:

- **David Hayes**, Director, **David Hayes Export Controls**, and Chairman, **Export Group for Aerospace and Defence, UK**

##### Panellists:

- **Tom Smith**, Head of Export Control Organisation, **Department for Business, Enterprise and Regulatory Reform, UK**
- **Henk Cor van der Kwast**, Head of Non-Proliferation, Disarmament, Arms Control and Export Control Policy Division, Security Policy Department, **Ministry of Foreign Affairs, Netherlands**
- **Dr Walter Werner**, Head of Unit, V B 3 - Defence Export Policy, Control of Acquisitions, **Ministry of Economics and Technology, Germany**
- **Marion Paradas**, Director, International, Strategic and Technological Affairs, **Secretariat General of National Defence, France**

1.00 Networking Lunch

2.20 **The Wassenaar Arrangement on Export Controls**

- The role of Wassenaar
- Control of MANPADS
- Recent updates

**Ambassador Sune Danielsson**, Head of Secretariat, **Wassenaar Arrangement**

#### EU REFORMS AND THE WAY AHEAD

##### SPECIAL ADDRESS

3.00 **Intra-Community Transfers on Defence Goods:**

Update on EU Reforms

- State of play of national transpositions of directive 2009/43 simplifying intra EU transfers of defence goods
- Operational features for the certification of defence companies
- Scope of simplification to be expected

**Pierre-Arnaud Lotton**, DG Enterprise, **European Commission**

3.40 Afternoon Tea

4.00 **The Perspective of a European Company: Doing Business in the Absence of an EU Directive**

- The need for managing export controls
- Understanding the Military Licensing regimes of EU Countries, differences in processes
- Can the ICT EU directive resolve the current issues Europe faces

**Sue Griffiths**, Export Control Manager, **MBDA**

4.40 **Some Practical Issues Concerning Differentiation Between Defence Items and Dual-Use Goods under German/EC Export Law**

- Which night goggles are defence items? Generations Approach vs. Quality Standards like FOM
- Should WMD protective clothing or spectrometers to be exported to first responders (but not to armies) be regarded as dual-use goods or as defence items? New Case Law on this

**Dr. Harald Hohmann**, Partner, **Hohmann & Partner Attorneys**

5.20 **Chairman's Closing Remarks and Close of Conference**

Contact Teri Arri on email [tarri@smi-online.co.uk](mailto:tarri@smi-online.co.uk) or call +44 (0)207 827 6162



## HALF DAY WORKSHOP

### Two Elephants in the Room: The Compliance Risks of IT and Supply Chain

6th October, Le Palace Crowne Plaza, Brussels, Belgium  
8.30am - 12.30pm

In association with:

**BAKER & MCKENZIE**

  
David Hayes - Export Controls

#### Why attend this workshop?

It is all too easy to lose focus on compliance and to give in to the temptation to just 'tick along'. This workshop will provide an insight into the real compliance issues and associated risks which are impacting companies in the current climate. The workshop will also act as a useful reminder that remaining up to date with all aspects of compliance risk, and the impact on your global trade, remains essential.

#### Attend the Workshop and Learn About:

- Why your own company being compliant is not enough to reduce compliance risk
- Why automated management of intangible transfers will become the norm
- Why supply chain management is key to compliance risk reduction
- The risks associated with 'compliance outreach'



#### About your workshop leaders:

**Sunwinder Mann**, Associate, **Baker & McKenzie**

Sunwinder (Sunny) is a senior associate within the EC, Competition and Trade Department of the London office of Baker & McKenzie. Sunny's practice focuses on WTO and EC trade law, export controls and trade sanctions. He has advised a number of clients on UK and EC export control rules, including on compliance, classification, licensing, WMD end-use controls and voluntary disclosure issues. He also advises on UN, EU and UK sanctions. In the US, he worked on projects involving US export, re-export and deemed export controls and US trade embargoes and he still provides compliance training to European businesses on US trade restrictions.



**David Hayes**, Director, **David Hayes Export Controls, UK**

David Hayes has many years of experience in export controls, both from an industry and regulator's perspective. Most recently, he has served as Corporate Head of Export Controls at Rolls-Royce Group. In 2007, recognising an increasing demand from industry, especially in relation to UK companies having to deal with US controls, he established his own consultancy. David Hayes is also Chairman of the Export Group for Aerospace and Defence in the UK.

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## SMi's Defence Forward Schedule

### JUNE

#### International Software Radio

7th & 8th June

Crowne Plaza - St James, London, UK

#### Tactical Air Mission Planning

9th & 10th June

Crowne Plaza - St James, London, UK

#### Maritime Domain Awareness

14th & 15th June

The Marriott Lisbon, Portugal

#### Urban Close Air Support

16th & 17th June

Hilton Kensington, London, UK

### SEPTEMBER

#### Port Security

29th & 30th September

Hilton Barcelona, Spain

### OCTOBER

#### Defence Exports

4th & 5th October

Crowne Plaza Le Palace, Brussels, Belgium

#### Counter IED & Force Protection

6th & 7th October

Copthorne Tara, London, UK

#### Military Engineering

18th & 19th October

Hilton Kensington, London, UK

### NOVEMBER

#### Global MilSatCom

8th - 10th November

Millennium Gloucester, London, UK

#### Counter Terrorism

10th & 11th November

Hilton Kensington, London, UK

#### Unmanned Aircraft Systems

17th & 18th November

Millennium Gloucester, London, UK

### DECEMBER

#### Military Airlift & Rapid Reactions

6th & 7th December

Vienna, Austria

# DEFENCE EXPORTS 2010

Conference: 4th & 5th October 2010, Le Palace Crowne Plaza, Brussels Workshop: 6th October 2010, Brussels

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Surname:

Job Title:

Department/Division:

Company/Organisation:

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#### GROUP DISCOUNTS AVAILABLE

The Conference fee includes refreshments, lunch, conference papers and CD ROM containing all of the presentations.

**VENUE** Le Palace Crowne Plaza, Brussels, Rue Gineste 3 B-1210 Brussels, Belgium

Book your accommodation at SMi discounted rates by calling the hotel directly on tel: +32 (0)2 203 62 00, fax: +32 (0)2 203 55 55 and be sure to refer to your attendance at this conference.

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Card No:

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