



# SIA 2017 Fall International Trade Export Licensing & Compliance Conference

## 50 Years and Counting

Register now at [www.siaed.org](http://www.siaed.org)

Crystal Gateway Marriott | Arlington, Virginia

**October 23–24, 2017**

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Complying with U.S export regulations is a major challenge in industry today. Over the two days, discussions will focus on Defense Trade in U.S. Foreign Policy, OFAC, Foreign Military Sales, and a deep dive into complex compliance and enforcement matters.

This conference will provide insight from U.S. Government officials, in concert with experienced industry leaders, on U.S. export controls to provide effective techniques and insight for improving your compliance program.

Staying up to date with export policy and sanctions regulations and revisiting complex compliance and enforcement are key to Export Compliance Professionals roles to support your company's international business.

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**SIA President:** Jennifer K. Weinel, Northrop Grumman Corporation

**Board Liaison:** Jean Singer Rosch, JSR Consulting

**Conference Director:** Glenda Bass, Siemens Government Technologies, Inc.

**Conference Committee Chairs:** Speakers: Steve Hensley, Lockheed Martin Corporation  
Chad Leezer, UTC Aerospace Systems

Hotel: Jackie Liles-McGhee, BAE Systems

Publications: Whitney Griffin, Northrop Grumman Corporation

Audio/Visual: Nora Moriarty, Raytheon Company

Registration: Jill Garrison, SIA

Conference information and registration at [www.siaed.org](http://www.siaed.org)

## CONFERENCE REGISTRATION FEE

Non-Members .... \$800  
Members ..... \$700  
Government ..... \$525

Registration is open.

***Payments will not be accepted at event.  
Read payment instructions below.***

1. “PAY ONLINE” is the “pay by credit card” option at time of registering
2. “PAY BY CHECK OR PO” is the “pay by check” option to be received within 7 business days or your registration will be cancelled.

Your registration is not confirmed until payment is received.

**Registration fees include:** continental breakfasts, lunches, breaks, reception, and course materials.

**Cancellation Policy:** Cancellations must be received by Friday, October 13, 2017 to be eligible for a refund. There is a \$35 fee for all cancellations and bank returned checks. *Refunds will not be provided for cancellation requests received after Friday, October 13, 2017.*

**Please make checks payable to:**  
Society for International Affairs or “SIA”

**Mail checks to:**  
SIA  
Jill Garrison  
Attn: 2017 Fall Conference  
95 Delphinium Way  
Stafford, VA 22556

***Register early...seating is limited!***

## HOTEL ACCOMMODATIONS

**Crystal Gateway Marriott**  
1700 Jefferson Davis Highway  
Arlington, VA 22202

A block of rooms has been reserved at the **Crystal Gateway Marriott** for the dates of the conference. The SIA room rate is \$244 per night plus tax (single/double occupancy). Reservations may be made online through the link on SIA’s website under the 2017 Fall Conference or by contacting Reservations at 1-800-228-9290 or 703-920-3230 (ask for the 2017 SIA Conference rate).

***The room block has been reserved until Saturday, September 30, 2017, or until sold out, whichever occurs first.***

## GROUND TRANSPORTATION

Taxi and Super Shuttle to/from Reagan National, Dulles and BWI: Information at [www.marriott.com/hotels/maps/travel/wasgw-crystal-gateway-marriott/#m-parking-section](http://www.marriott.com/hotels/maps/travel/wasgw-crystal-gateway-marriott/#m-parking-section)

Complimentary Hotel Shuttle: Available to/from Reagan National Airport.

Onsite Parking: Self Parking is \$29/day and Valet Parking is \$34/day.

Crystal City Metro Station: Enter hotel through the underground entrance

Attire for the conference is business.

Conference information and registration at  
**[www.siaed.org](http://www.siaed.org)**

## THE SOCIETY FOR INTERNATIONAL AFFAIRS

### Background & Purpose

The Society for International Affairs, Inc. (SIA) is a volunteer, nonprofit, educational organization that was jointly formed in 1967 by US Government and Industry. SIA provides a forum for the exchange of information related to export and import licensing. SIA interests cover the entire spectrum of licensing pertaining to the Departments of Commerce, Defense, State, Treasury, and Homeland Security.

### Activities

Business luncheon meetings are held regularly and feature guest speakers who address regulatory and policy issues affecting exporting and importing. Conferences and workshops are presented on a regular basis to educate and instruct the export community on all aspects of defense and commercial exports and technology transfers.

### Code of Conduct

The meetings and functions of SIA are designed to facilitate the free exchange of ideas and information. Information from these sessions is not for attribution or publication. Recording devices may not be used. SIA members and attendees are expected to uphold the highest standards of personal conduct at all SIA functions and must abide by the Code of Conduct.

### Membership

Membership is comprised of over 2,000 members consisting of Industry, U.S. Government, and embassies. Information about SIA membership is available at [www.siaed.org](http://www.siaed.org).

## 50 Years and Counting

### PRE-REGISTRATION – Sunday, October 22, 2017

5:30–6:30 PM Pre-Registration

### DAY ONE – Monday, October 23, 2017

7:00 AM Registration & Continental Breakfast

#### 8:00 AM Opening Remarks

*Jennifer K. Weinel, Northrop Grumman Corporation, SIA President  
Glenda Bass, Siemens Government Technologies, Inc., Conference Director*

#### 8:15 AM Keynote Address

*Panel Keynote – Senior Representatives from Directorate of Defense Trade Controls, Defense Technology Security Administration, and Bureau of Industry and Security*

Q&A

#### 9:15 AM Defense Trade in U.S. Foreign Policy

*Office of Defense Trade Controls Licensing  
Bureau of Political Military Affairs, Regional Security and Arms Transfers (PM/RSAT)  
Regional Bureau (Country Desk)  
Democracy, Human Rights and Labor (DRL/SHR)  
International Security and Nonproliferation – Conventional Arms Transfers (ISN/CATR)*

- How defense trade license reviews fit into broader U.S. foreign policy decision-making at State Department
- Latest Conventional Arms Transfer (CAT) Policy (or PPD-27) and how it applies to USML licenses

Q&A

10:30 AM Break

#### 11:00 AM Foreign Military Sales & Third Party Transfers / Re-Transfer Process

*PM/RSAT  
DSCA Invited*

- What is a pseudo case and what are licensing requirements?
- FMS Shipping practices
- Third Party Transfers vs. §123.9 and procedural requirements

Q&A

12:00 PM Lunch

#### 1:00 PM Office of Foreign Assets Control (OFAC) Licensing Requirements and Sanctions

*Office of Foreign Assets Control  
Industry*

- OFAC Licensing
- General survey/update on OFAC requirements and sanctions
- Scenarios and how industry navigates/complies

Q&A

#### 2:30 PM Brokering

*Office of Defense Trade Controls Policy*

- Is it Brokering? Scenarios created from Advisory Opinions to help you make the determination.

Q&A

3:15 PM Break

#### 3:45 PM Rollout Plan for the Defense Export Control and Compliance System (DECCS)

*Office of Defense Trade Controls Management*

- The upcoming roll-out of the DECCS

Q&A

#### 4:15 PM Customs Compliance

*Industry Panel*

- License automation, integration of import operations among stakeholders, end-to-end compliance, related companies, and managing customs compliance globally.

Q&A

#### 5:00 PM Adjourn

**5:15 PM Hosted 50th Year Anniversary Reception  
–7:15PM**

## 50 Years and Counting

### DAY TWO – Tuesday, October 24, 2017

7:30 AM Continental Breakfast

**8:30 AM Opening Remarks**

*Glenda Bass, Siemens Government Technologies, Inc., Conference Director*

**8:35 AM Compliance: How do you know you're good at it? And, what's "good"?**

*U.S. Government*

*Industry Panel*

- *Special Compliance Officer, U.S. Government, and Auditor will share findings and process improvements under Consent Agreements.*

Q&A

10:00 AM Break

**10:30 AM Compliance: Root Cause Analysis Techniques**

*Industry*

- Industry will share real world scenarios and application of techniques for determining root cause and how to incorporate into voluntary disclosures

Q&A

NOON Lunch

**1:00 PM Export Enforcement Coordination Center (E2C2)**

*Representatives from the Export Enforcement Coordination Center*

- Panel to share information regarding cases, licenses law enforcement, Project America

Q&A

2:30 PM Break

**3:00 PM Identifying Controlled Data**

*Industry Panel*

- Preventing unauthorized exports in the cyber domain requires companies have capabilities to identify controlled data (e.g. is it "technical data"?). Enabling authorized exports requires companies to know the full jurisdiction and classification of the data.
- Best practice approaches and tools companies are using to identify, classify, tag, and mark controlled data in both structured and unstructured environments.
- Discuss methodologies and tools for small, medium, and large companies

Q&A

**4:00 PM Compliance in the Cloud**

*Industry Panel*

- Going to the Cloud can provide savings, improve reliability and performance, and enhance security, but what about Compliance in the Cloud?
- Trade Compliance and IT discuss the risks, requirements and evolution of compliance in the Cloud.

Q&A

**5:00 PM Adjourn**