

## ABOUT THIS WORKSHOP

This workshop will assist foreign companies with understanding their compliance responsibilities related to reexports and retransfers of U.S. origin hardware, technology and software received from the United States or from other parties through USG authorizations.

The workshop will identify key elements for foreign trade compliance programs including when Re-export and Re-transfer authorizations are required under the ITAR and EAR, what license exemptions or license exceptions are available, what are the required protocols for internally or externally managing U.S. export controlled commodities or technical data/technology, when U.S. Export rules do not apply and what records must be maintained.

Who should attend this important workshop? Export compliance managers, program managers, contract and subcontract administrators; and legal personnel

**Training conducted via live stream webinar using the ZOOM platform**

# Registration

**Fee: \$1550.00**

*(Fee includes course materials, handouts and new ITAR)*

Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address to deliver workshop materials to:  
\_\_\_\_\_

City, State/Province , Zip, \_\_\_\_\_

Country \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

**Sign up via paypal on our website or mail**

**Registration Form and Check to:**

**FD Associates, Inc.**

**7918 Jones Branch Drive, Suite 540**

**McLean, VA 22102**

**United States**

**Phone: 703-847-5801**

**Registration can only be accepted on receipt of payment.**

**Attendees may switch to another class up to one week prior to the beginning of training but no refunds will be provided.**

*For more information, please contact us at 703-847-5801 or email at [info@fdassociates.net](mailto:info@fdassociates.net)*



**FD ASSOCIATES, INC.**

**U.S. Export Controls From a Foreign Perspective**

**Advisors in Export Compliance and Licensing**

**April 19-23, 2021**

Are you a foreign company purchasing ITAR controlled or EAR controlled material (commodities with ECCNs) from U.S. Suppliers?

Do you partner with U.S. companies and exchange technical data and technology?

Do you hire U.S. nationals to work at your company? If you answered yes, this workshop is for you.

Over 5 days we will review U.S. export controls on foreign companies purchasing U.S. origin commodities, receiving technical data or technology from U.S. companies or other parties.

We will review the general principals applicable to the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR) and discuss in more detail each set of regulations requirements for foreign companies. We will discuss best practices to aid in achieving compliance and what to do in the event of a violation of the ITAR or EAR.

The program will include a discussion for foreign companies under contract with the USG or subcontract with primes related to DFARS Cyber security obligations.

# WORKSHOP AGENDA

April 19, 2021

## Overview of the ITAR

### International Traffic in Arms Regulations

#### Overview of U.S. Export Control Laws & Regulations

- Key Facts
- Who, What, Where

#### How is U.S. Export Jurisdiction determined?

- ITAR
- EAR
- What's on the USML
- What's on the CCL
- Understanding "Specially Designed"

#### Key ITAR Terminology and Concepts

- Exports
- Release
- Reexports
- Retransfer
- What is Not An Export or Reexport
- Access Information
- Defense Service
- Technical Data
- Public Domain
- Defense Article
- Basic, Intermediate & Depot Level Maintenance

Agenda subject to change

April 20, 2021

## Overview of the ITAR

#### Overview of ITAR Licenses & Authorizations

- Form Licensing - DSPs
- Defense Service Licensing – TAAs/MLAs
- Warehousing/Distribution Agreement
- Roles of the parties
- ITAR Exemptions for foreign parties
- ITAR Exemptions U.S. exporters may use
- Foreign Company Obligations Under the ITAR
- DECCS
- Reexport/Retransfer Obligations
- Company Name and Address Changes
- Hiring U.S. Persons
- Recordkeeping
- Eligibility
- Compliance Programs/Audits/Violations/Corrections
- Fines and Penalties

Agenda subject to change

April 21, 2021

## Overview of the EAR Export Administration Regulations

- Scope of The EAR
- Commerce Control List
- Key Terms
- Understanding An ECCN
- How To Read The Country Chart
- Procurement from the U.S. –
  - What Is Important
- EAR Licensing
- EAR License Exceptions
- EAR License Exceptions
- De Minimis
- First Incorporation Rule
- Second Incorporation Rule
- Inventory controls
- EAR99– Responsibilities
- Other things you should know
- General Prohibitions
- Record Keeping
- Compliance Programs/Audits/ Violations/Corrections
- Fines and Penalties

Agenda subject to change

# WORKSHOP AGENDA

April 22, 2021

## Overview of Export Control Reform

- Background
- Impact of Export Control Reform on Foreign Companies
- “Specially designed” in the EAR
- Order of Review
- Should You self-classify?
- ITAR Lite = 600 or 500 series
- EAR licenses for procurement needs for 600 or 500 series
- EAR license exceptions for 600 series procurement needs
- Impact of EAR on non US procurement containing US origin controlled parts
- Returns to U.S. of 600 series parts for repair/replacement
- De Minimis rules (600 series specific)
- Reexports by Foreign Companies of 600 series items
- ITAR flow through to the EAR
- Managing your inventory
- Technical data markings
- Dual/3rd Country Nationals
- ITAR versus EAR comparison

Agenda subject to change

April 23, 2021

## Managing your US Export Authorizations

- Export Best Practices
- Managing ITAR TAAs & MLAs
- TAA Preparation
- Responsibilities For Foreign Companies Under TAAs/MLAs
- Dual/Third Country Nationals Requirements
- Sublicensing Under ITAR Agreements
- Managing ITAR Data/Derivative Data
- Recordkeeping
- Program Management – Managing Expectations and Obligations
- Program Manager Key Considerations
- DFARS Cybersecurity obligations
- Other things you want to know..

Agenda subject to change

# ABOUT FD ASSOCIATES

FD Associates specializes in providing guidance to small and medium size companies in licensing and compliance with the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR).

We offer assistance with:

- Commodity Jurisdiction requests
  - EAR classification requests
  - State Department Registration
- Preparation of EAR & ITAR license applications and ITAR agreements
- Tracking and management of the license review process
  - ITAR & EAR Training
- Compliance procedures & processes
  - Voluntary Disclosures
    - EEI filings
    - Assessments
    - Audits
    - CFIUS reviews
- Network infrastructure review/compliance to US export regulations

FD Associates' staff are highly knowledgeable in the requirements of the ITAR, EAR, OFAC, FTR and other US regulations that impact defense and commercial companies.

We have extensive experience in the licensing of a variety of equipment to a broad range of destinations under both the ITAR and the EAR can offer practical guidance and advice.

We are available to provide company specific training on the requirements of the ITAR, EAR, FTR and OFAC. We can assist with audits and procedures to help companies ensure compliance with U.S. export regulations.

Contact us at 703-847-5801 or email [info@fdassociates.net](mailto:info@fdassociates.net) for more information on how we can assist your company.

## ABOUT THE PRESENTERS

### Jenny Hahn President

Since joining FD Associates in 1992, Jenny has assisted exporters with a variety of licensing and compliance requirements including customs detentions and seizures.

Through working with FD Associates clients, Jenny has gained invaluable expertise and experience in various technologies including aircraft, parts and components, night vision equipment, satellite parts and components, ballistic/armored equipment, firearms/ammunition, propulsion systems for missiles, Intelligence Surveillance and Reconnaissance equipment and various weapon systems.

Jenny is the lead trainer at FD Associates. She has conducted numerous workshops on the ITAR and EAR and for many years provided training on the Export Control Reform impact to company policies & procedures. Jenny assists companies in establishing compliance programs and is the company lead on audits and on-site training in the requirements of the ITAR and EAR.

### Keil J. Ritterpusch, ESQ., Senior Compliance Associate

Keil J. Ritterpusch, Esq. joined FD Associates in February 2015. Keil has more than 15 years of experience in trade compliance, having run his own law practice handling trade compliance and other legal matters for clients in a wide range of industries, including aerospace, defense, and high technology sectors, and having worked as the Director of Import and Export Compliance for Textron Systems.

Keil provides expertise to clients on export licensing, technology transfers, export jurisdiction and classifications, export compliance assessments, export compliance audits and investigations, and the design, development, and implementation of tailored export compliance programs.