ITAR Compliance and International Defense Opportunities

“The Good, The Bad, The Ugly”
About First Line Tech | Overview

“Out of the Box Solutions”

- Small Business, 8(a)
- Current Solutions for Emergency Response Missions
- Product Development and Deployment
- Innovative and Simple Solutions
- High-Quality Products
- Domestic Supplier of Equipment
- Customers
  - Federal
  - State and Local
  - Industrial
Our International Experience

- Expanding business for 2-3 years
  - International markets
- Trade Missions
  - Brazil
  - India
  - Poland/Germany
- International Trade Shows
  - Dubai
  - London
  - India
  - Brazil
- Virginia Economic Development Partnership (VEDP)
- US Dept. of Commerce
Patience

• Patience, Patience, Patience
• New Market = New Business Development = New Startup
• Not Easy and Not Hard
• Not for Every Business
• Lots of Failures in the Beginning
• Similar to Gov’t Contracting
• Due Diligence
• Lots of Travel, Money, Time
  • Multiple Trips
  • Long Game
  • Prepare Funds for Unexpected
Intellectual Property

- The UGLY
- Guard Your IP
  - Partners
  - Vendors
  - Consultants
- Know/Vet Who You are Looking to Work With
- Patents
  - Pending
  - Awarded
- Trademarks
ITAR

• The UGLY
• ITAR controlled products, services, tech data

1. ITAR controlled products or services?
   • Get help!
2. Develop an ITAR program
3. Educate Your People
   • Sales
   • Marketing
   • Shipping/Production/Suppliers/Customers
4. Find ITAR-educated customers
5. Recover $$ Spent on ITAR Compliance with SALES