

***11th National
Small Business Conference***

***Navigating Federal Government
Assistance for International Sales***

***International Panels
Sept 10, 2014***

Agenda

- Objectives of Both Panels
- Introduction of Speakers
- NDIA International Division
- The Advocacy Center (Commerce Dept)
- Short Break
- Security Cooperation and Foreign Military Sales (Defense Dept)
- Q's and A's

International Panels

Part 1 (1000-1050 am) and Part 2 (1100-1150 am)

Our Objectives

- 1 - Introduction to NDIA International Division**
 - Who we are, What we do, and How we do it**
 - Implications for Small Business Companies**

- 2 - To enhance understanding of The Advocacy Center, Department of Commerce**
 - How The Advocacy Center helps companies**

- 3 - To provide understanding of Security Cooperation, the role of the Defense Security Cooperation Agency (DSCA), and the Foreign Military Sales Program (and the FMS Process)**
 - How DSCA helps companies**

Our Speakers

1 – Mr. Frederick Ehrlich (Part I)

- **Regional Manager for East Asia and Defense Advocacy Coordinator, The Advocacy Center, Department of Commerce.**
 - **Works closely with defense and security cooperation offices in DoD and State Department**
 - **Personally manages the portfolio of cases in Korea, Malaysia, and the Philippines**
- **Served as Chief of Staff to the Vice Chair, Export Import Bank**
- **Completed the Commerce Department's Executive Leadership Development Program and in 2012, was awarded both the Secretary's Gold Medal and Under Secretary for International Trade's Bronze Award for excellence in trade promotion efforts.**
- **Prior to Civil Service, served in private sector as a financial analyst for a large retailer.**
- **MBA, Wharton School of Business, Univ of PA, concurrent with MA in Advanced International Studies**

Our Speakers

2 – Mr. Michael D. Slack (Part 2)

- Security Assistance Policy Analyst, Strategy Directorate, Defense Security Cooperation Agency (DSCA)
 - His responsibilities include the formulation and interpretation of security assistance policy related to Foreign Military Sales and other arms transfer authorities.
- Joined DSCA in May 2006
- Prior to that, served for 22 years with State Department. Overseas foreign service assignments included the Azores; Seoul, Korea; Guangzhou, PRC.
- Converted from Foreign Service to the Civil Service as arms transfer specialist in the Bureau of POL-MIL Affairs
- A real Subject Matter Expert on FMS and security assistance.

Our Speakers

3 - Wayne Fujito – (Moderator and Speaker)

- Retired US Army Officer (Last Assignment: Chief of Staff, US Army Space and Missile Defense Command)
- Served in Germany, Hawaii, Japan, and Vietnam
- President, International Division, Decisive Analytics Corporation and serves as its Export Compliance Official
- Selected by NDIA to be its Representative to US NATO Industrial Advisory Group (NIAG) in 2005.
- Became Head of the US NIAG Delegation in Jan 2007
- Served as Chairman of NIAG (Apr 2010 – Dec 2013). (Now Honorary Chairman, NIAG)
- Current Chairman, NDIA's International Division
- MS, Systems Management, USC and Graduate of US Army War College

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**National
Defense
Industrial
Association**

International Division

NDIA Vision

America's leading Defense Industry association
promoting National Security

NDIA Mission

- **ADVOCATE**: Cutting-edge technology and superior weapons, equipment, training, and support for the War-Fighter and First Responder
- **PROMOTE**: A vigorous, responsive, Government – Industry National Security Team
- **PROVIDE**: A legal and ethical forum for exchange of information between Industry and Government on National Security issues

About NDIA.....

- Non-profit, educational association
- Work with industry, government and all military services
- 1,793* corporate members
- 97,365 individual members; 27,682 Government
- 52 Chapters
- **36 Divisions**

Divisions

Technology

- Armaments
- Ballistics
- Biometrics
- Bombs & Warheads
- C4ISR
- Cyber
- Chemical Biological Defense
- Combat Vehicles
- Homeland Security
- Human Systems
- Manufacturing
- Missile Defense
- Munitions Technology
- Robotics
- Science & Engineering Tech
- Space
- Systems Engineering
- Technical Information
- Test & Evaluation
- Tactical Wheeled Vehicles

Warfare

- Air Targets, UAVs & System Ranges
- Combat Survivability
- Expeditionary Warfare
- Special Ops/Low Intensity Conflict
- Strike, Land Attack & Air Defense
- Undersea Warfare

Policy

- Environment & Energy
- Government Policy
- Health Affairs
- **International**
- Legislative Information
- Logistics
- Procurement
- **Small Business**
- Security, Stability, Trans & Recon
- STEM Workforce

International Division

- **International Division Leadership**
 - Chairman: Wayne Fujito, Decisive Analytics Corporation
 - Vice Chairman: Greg Hill, DRS Technologies
 - Honorary Chairman: Frank Cevasco, Cevasco International
 - NDIA Operations: MG Barry Bates and Britt Bommelje
 - NDIA Meeting Planner: Kimberly Williams
- **Bimonthly Meetings**
 - Arrange for Senior Government Officials to speak
 - Conduct regular business
 - **Next Meeting: Thursday, Sept 18 at 1330 hr. Guest Speaker is Mr. Eric Hirschhorn, Under Secretary of Commerce for Industry and Security.** Oversees the Bureau of Industry and Security (BIS).
- **Established Fora**
 - US-Korea: Defense Industry Consultative Committee (DICC)
 - US-Japan: Defense Industry Dialogue (NDIA-SJAC)
 - US-Italy: Defense Industry Cooperation Group (DICG)
- **Embassy / Defense Attache Luncheons**
 - **SWEDEN - Sept 11, 11:30-13:30, Army-Navy Club, Wash DC**
 - **SPAIN – Nov 6, 11:30-13:30, Army Navy Club, Wash DC**

International Division

(Continued)

- **NDIA Industry Days with Partner Nations – Recent and Upcoming**
 - NDIA-Finland
 - NDIA-Austria
 - NDIA-Denmark
 - NATO Industry Forum – Split, Croatia – 13 Nov 2014 (See NATO ACT website -- <http://www.act.nato.int/industryforum>)
 - **NDIA-Spain (March 2015 – Tentative)**

- **NDIA Relationships with International Partners**
 - Australia
 - Austria
 - Belgium
 - Canada
 - Czech Republic
 - Denmark
 - Finland
 - Norway
 - South Africa (Evolving)
 - Spain (Evolving)
 - Sweden
 - UK

International Division

(Continued)

- **International Visits to NDIA HQ - Upcoming**
 - Latvian Ambassador – 12 Sep
 - South African Industry – 2 Oct (tentative)
 - Japan Association of Defense Industries – 14 Oct
- **Government Relations - Ongoing**
 - Liaison with OUSD-AT&L-ICO and Service IPOs
 - Working with STATE Department on PLUS-IP (Poland-US Innovation Program)
 - Serve on State Department's DTAG (Defense Trade Advisory Group)
 - Represented on DSCA's Security Cooperation Industry Group
- **Top Issues for NDIA**
 - International Trade/Business Issues
 - Export Control Modernization
 - Funding Authorization for Ex-Im Bank
- **Website: [www.ndia.org/International Division](http://www.ndia.org/International%20Division)**

Some Benefits for Small Business

- **Access to NDIA's International Relationships**
- **Keep Abreast of International Business Opportunities**
- **Establish New Contacts within the International Community**
- **Provide Your Voice to NDIA on International Matters**
- **Meet US Government Officials Who Have Responsibility for Supporting US Industry in Seeking Global Business.**
 - **Example: Division Meeting on Thursday, Sept 18 at 1330 hr. Guest Speaker is Mr. Eric Hirschhorn, Under Secretary of Commerce for Industry and Security. Oversees the Bureau of Industry and Security (BIS).**
- **Participate in the International Division's Outreach Efforts**

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