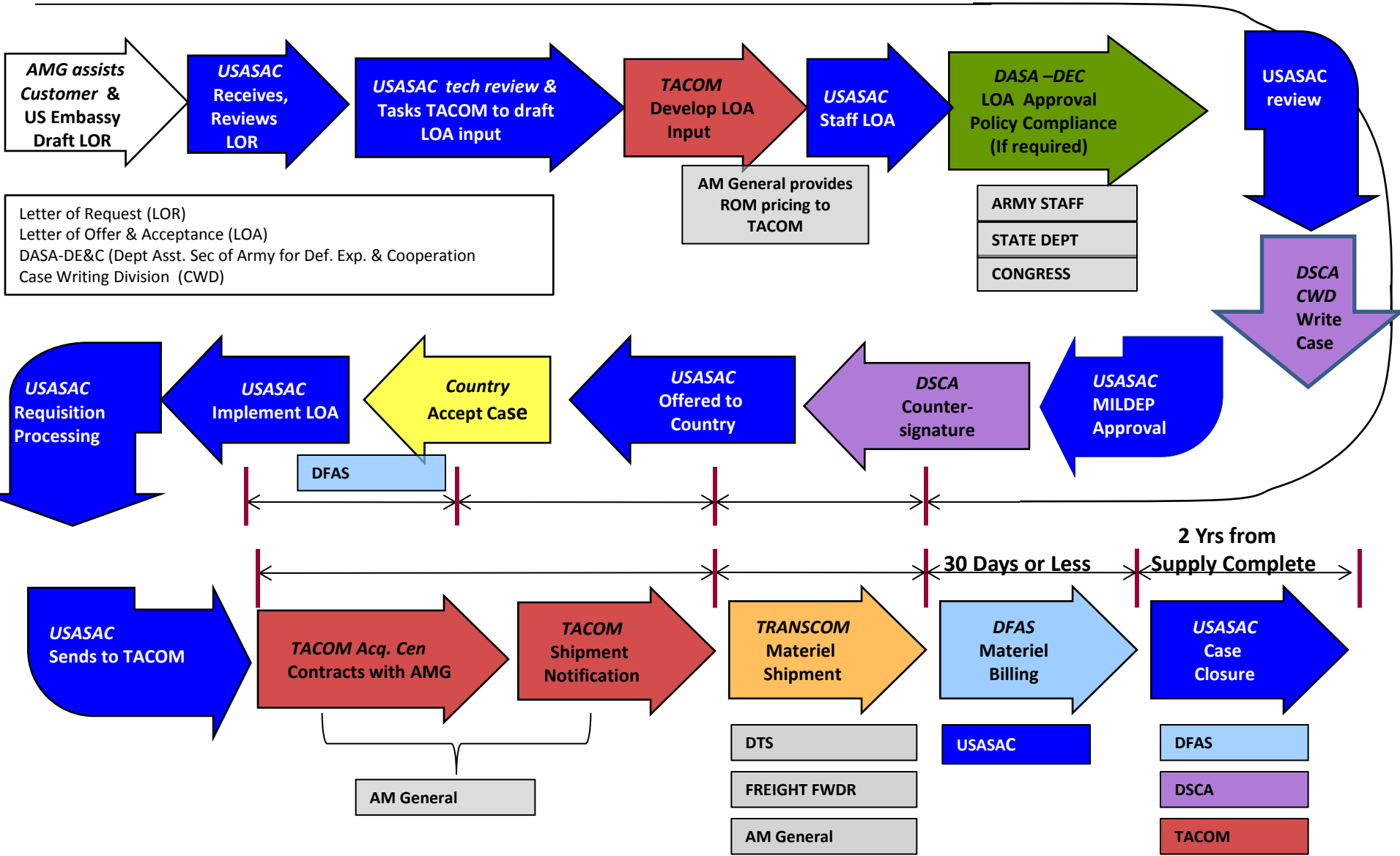




International Panel

10 May 2016

Working With US Government



Working With Foreign Countries

- Understanding the customer and the internal processes within their government
- Needs of the local government (localization)
- Local “politics”
- Relation of USG to customer
- ITAR
- Presence (employee, representatives)
- Advocacy
- Flexibility
- FMS vs DCS

Areas for Improved Partnership

USG Financial Support for Direct Sales

- US Industry at a disadvantage
- Other countries provide financial support to foreign customers to support direct sales from their industry
- Foreign competitors are able to offer a more attractive deal
- Ethics

Greater Support from Embassies

- Built-in USG marketing support
- Open doors in country and identify the deal makers
- Not looking for or expecting exclusive support
- ODC support