



SOCIETY FOR INTERNATIONAL AFFAIRS

“Where the Rubber Meets the Road” Licensing Workshop

This is a hands-on workshop designed for people new to the field of export licensing. Through a program scenario and collaborative exercises, attendees will apply the ITAR to real export challenges in order to draft various licensing and agreement requests. Attendees will work together, at their respective tables, to complete the licensing exercises. SIA volunteers (comprised of industry experts and USG representatives from the Departments of State and Defense) will review and discuss the answers and how to submit licenses and agreements.

The program scenario will introduce the attendees to an Empowered Official and Business Development manager as they work their way through the challenging phases of exporting their product:

- Marketing Phase: How to obtain a license to cover proposals and demonstrations
- Program Phase: How to develop a program TAA once you win the contract
- Program Modification Phase: How to write a TAA amendment when there are changes to the program
- Program Licensing Phase: How to write hardware licenses when you are ready to export the deliverable

WORKSHOP AGENDA

8:30	Housekeeping and Introduction
8:45	Phase I: Marketing <ul style="list-style-type: none">➤ 8:45 Group Exercise➤ 9:30 Review & Discuss
10:00	Break
10:15	Phase II: Program <ul style="list-style-type: none">➤ 10:15 Group Exercise➤ 11:15 Review & Discuss
12:15	Lunch
1:15	Phase III: Program Modification <ul style="list-style-type: none">➤ 1:15 Group Exercise➤ 2:00 Review & Discuss
2:30	Phase IV: Program Licensing <ul style="list-style-type: none">➤ Group Exercise
3:15	Break
3:30	Phase IV: Program Licensing (con't) <ul style="list-style-type: none">➤ Review & Discuss
4:30	Workshop Adjourns

FACT SHEET
PHASE I – MARKETING

- **Exporter :** Anything For A Sale (AFAS)
- **AFAS PM/DTC code:** M-5555
- **AFAS Ports:** Dulles, VA
- **AFAS Address/Phone:** 555 Patriot Way
Washington, DC 20009
555-544-5555

PLAYERS AND ROLES

- **AFAS** – Prime contractor. Looking to market its radar for the Australian XX program.
- **AFAS Empowered Official:** I.M. Overworked
- **AFAS Business Development Manager:** Bill Davis
- **Australian MOD** – End user
- **Tokyo Technical Things (T-3)** – Subcontractor to AFAS. Will be the system integrator for the ZZ aircraft in support of the XX program.

AFAS' FREIGHT FORWARDER LIST:

- | | |
|---|---|
| 1. Get It There
Corporate Office
1115 Gardens Terrace
Palms, CA 92222 | 4. Roman Logistics
Corporate Office
7810 14 th Place
San Diego, CA 92222 |
| 2. FBE
800 Yukum Avenue
Carson City, NV 89999 | 5. Shipping and Handling International
Transportation
7810 Beach Drive
Columbia, MD 21111 |
| 3. Hawks Shipping
1015 Old Avenue
Baltimore, MD 21111 | 6. United Express Corporation
765 Meadowlark Drive
Nashville, TN 38888 |

FOREIGN INTERMEDIATE CONSIGNEE LIST:

- | | |
|--|--|
| 1. Tokyo Express
12 Tsunami Blvd
Tokyo, Japan | 2. Australian Logistics Corp
91B Kuala Ct
Canberra, Australia |
|--|--|

FACT SHEET PHASE II – PROGRAM

- **Exporter :** Anything For A Sale (AFAS)
- **AFAS PM/DTC code:** M-5555
- **AFAS Ports:** Dulles, VA
- **AFAS Address/Phone:** 555 Patriot Way
Washington, DC 20009
555-544-5555

PLAYERS AND ROLES

- **AFAS** – Prime contractor. Signed contract to sell its radar for the Australian XX program.
- **AFAS Empowered Official:** I.M. Overworked
- **AFAS Business Development Manager:** Bill Davis
- **Australian MOD** – End user
- **Tokyo Technical Things (T-3)** – Subcontractor to AFAS. Will be the system integrator for the ZZ aircraft in support of the XX program.

TOOLS FOR THIS SECTION

- **Bill Davis' #2 “Request for Export Approval”** under Tab 8
- **Contract / Statement of Work (SOW)** under Tab 9
- **Partially completed TAA and transmittal letter** under Tab 11

Additional information that needs to be addressed in the TAA:

- **End-user**
- **End-Use**
- **Value of the overall agreement**
- **Part 130 fees and commissions (Are there any agents involved with this effort?)**
- **Agreement expiration date**
- **Does this agreement relate to a USG contract?**
- **Is there sub-licensing?**
- **What is T-3's role in the program?**
- **Are there any other parties involved?**
- **What services, tech data and hardware will be provided?**

FACT SHEET
PHASE III – PROGRAM MODIFICATION

- **Exporter :** Anything For A Sale (AFAS)
- **AFAS PM/DTC code:** M-5555
- **AFAS Ports:** Dulles, VA
- **AFAS Address/Phone:** 555 Patriot Way
Washington, DC 20009
555-544-5555

PLAYERS AND ROLES

- **AFAS** – Prime contractor. Signed contract to sell its radar for the Australian XX program.
- **AFAS Empowered Official:** I.M. Overworked
- **AFAS Business Development Manager:** Bill Davis
- **Australian MOD** – End user
- **Tokyo Technical Things (T-3)** – Subcontractor to AFAS. Will be the system integrator for the ZZ aircraft in support of the XX program.
- **Kyoto Kool Knick Knacks (K-4)** - A notice was sent on 2/6/09 that T-3 was acquired; the name and address of the company were also changed.
- **Tokyo Technical Knick-Knacks (T2K2)** – President of the new company, Ken Kato, sent the notification that T-3 was acquired.

TOOLS FOR THIS SECTION

- **Kyoto Kool Knick Knack's (K-4) notification regarding purchase of T-3 under Tab 14**
- **Partially completed TAA amendment under Tab 15**
- **Partially completed transmittal letter under Tab 15**

FACT SHEET
PHASE IV – PROGRAM LICENSING

- **Exporter :** Anything For A Sale (AFAS)
- **AFAS PM/DTC code:** M-5555
- **AFAS Ports:** Dulles, VA
- **AFAS Address/Phone:** 555 Patriot Way
Washington, DC 20009
555-544-5555

PLAYERS AND ROLES

- **AFAS** – Prime contractor. Signed contract to sell its radar for the Australian XX program.
- **Australian MOD** – End user
- **Tokyo Technical Knick-Knacks (T2K2)** - Foreign consignee

TOOLS FOR THIS SECTION

- **Bill Davis' #2 “Request for Export Approval” under Tab 8**
- **The Contract under Tab 9**
- **Partially completed “Supplementary Explanation of the Transaction” under Tab 18**
- **Blank DSP-5 under Tab 18**

AFAS' FREIGHT FORWARDER LIST:

- | | |
|---|---|
| 1. Get It There
Corporate Office
1115 Gardens Terrace
Palms, CA 92222 | 4. Roman Logistics
Corporate Office
7810 14 th Place
San Diego, CA 92222 |
| 2. FBE
800 Yukum Avenue
Carson City, NV 89999 | 5. Shipping and Handling International
Transportation
7810 Beach Drive
Columbia, MD 21111 |
| 3. Hawks Shipping
1015 Old Avenue
Baltimore, MD 21111 | 6. United Express Corporation
765 Meadowlark Drive
Nashville, TN 38888 |

FOREIGN INTERMEDIATE CONSIGNEE LIST:

- | | |
|--|--|
| 1. Tokyo Express
12 Tsunami Blvd
Tokyo, Japan | 2. Australian Logistics Corp
91B Kuala Ct
Canberra, Australia |
|--|--|