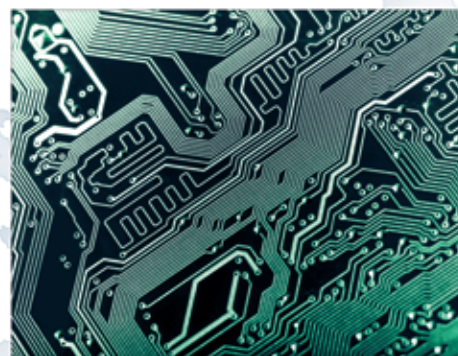


GLOBAL EXPORT CONTROLS SERVICES

Managing export control requirements from the source to the destination is key to selling your products overseas, and to your company's reputation at home. Whether your company has operations in the US, the European Union, Japan, Australia or elsewhere, your sales are subject to a variety of laws, regulations and restrictions. You may be prohibited from dealing with certain business partners entirely, or may require a license from one or more governments to sell your goods to parties in certain countries or for restricted uses.



Because laws controlling exports from one government may overlap with US laws covering re-exports, and because controls on items for civilian use and requirements for sales to defense-related applications and customers may apply to the same contract for the sale of goods or technology, the complexity can become truly overwhelming.

In this time of economic downturn, new markets abroad may provide great opportunities for your business, as may government contracts. But achieving your sales goals requires you to ensure that all applicable export control restrictions relating to your products, their final destination and end-use, and affecting your potential customers are taken into account PRIOR to concluding a binding contract of sale. Achieving this means having the proper business processes in place, and the ability to access the right expertise to obtain approval from responsible government agencies.

TTA PROVIDES PRACTICAL ADVICE TO NAVIGATE THE EXPORT MAZE

The Trusted Trade Alliance, together with its Washington, DC-based partner MK Technology, has a global network of

experienced professionals, many of them noted experts in the field of export controls, including former senior officials in the export control administrations of the US and allied governments of Europe, Australia and Japan. Combining a deep technical knowledge of both dual-use

export restrictions and defense controls with years of experience in developing and maintaining effective and business-friendly export control processes in some of the world's major companies, our team offers unique advantages to our clients.



TTA'S EXPORT CONTROL ADVANTAGES

- Access to a global team of seasoned TTA and MK Technology professionals with deep knowledge of the requirements of the export, re-export and defense controls of the US, Australia, Japan, the European Union (and its Member States) and other countries
- Extensive experience in conducting reviews of export and defense control processes within company operations, whether on a national or global level
- A comprehensive understanding of export control policy, legislation and frameworks as they apply in a variety of jurisdictions and contexts, with the ability to provide expert and practical advice in relation to the implications of export control regulation for companies, whether headquartered in the US or overseas, engaged in military and/or dual-use imports and exports
- Deep knowledge of the US technology release process, essential for overcoming US national security-related hurdles to export sales of new technology and associated products
- A network of non-US-based experts on US dual-use (EAR) and defense (ITAR) requirements, enabling the provision of practical advice to non-US companies subject to US re-export requirements and wishing to understand the requirements of partnering with US companies in the defense field
- A global network of offices which include some of the best known training institutions in the trade compliance field, and a faculty of highly-qualified trainers able to deliver courses in multiple languages

→ Because we can leverage our team's years of private-sector corporate export controls management experience with detailed personal knowledge of the licensing process within the export control-related agencies of the US, the EU and its member states, Australia and Japan, and bring to bear our global network of offices, we are able to quickly provide our clients with export control advice which enables them to both quickly solve specific licensing issues as well as implement effective business processes across jurisdictions, effectively meeting the diverse requirements of multiple control regimes across their regional or global operations. As TTA's network includes several of the world's most prominent training organizations in the trade regulatory field, we are also able to quickly develop corporate training programs in the export control field which are tailored to the specific needs and business footprint of an organization, and deliver the training in multiple languages across a global operation.

**OUR CLIENT'S NEEDS ARE
OUR NUMBER ONE FOCUS**

Too often companies needlessly spend tremendous amounts of capital and human resources in order to comply with the requirements of export and defense-related controls. Often, issues are reviewed and solved on a piecemeal, coun-

try-by-country or subject matter-specific basis, without taking account of the big picture across a company's global operation. While there is no doubt that regulatory requirements are complex, experience has shown practical business friendly solutions are available, in particular when the company assesses the laws to which it is subject on a multi-jurisdictional level and works to "build-in" compliance across the operation. TTA firmly believes that a properly designed program should be inexpensive to implement and may in fact result in operational efficiencies that help you sell your products, while saving money and increasing operational effectiveness.

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