



## Successful Exporting Begins with Foreign Disclosure™

**Foreign Disclosure & Export Solutions Corporation** is pleased to offer your company a 1-day training seminar entitled, “**Successful Exporting Begins with Foreign Disclosure.**” This seminar covers many of the essential elements of the U.S. Munitions List exporting process, but with special emphasis on the Government’s foreign disclosure process — a process that directly sets the policies and boundaries for the export of defense articles and services. The overall objective of our presentation is to enhance the exporting system at your company so that your license applications are processed faster, license limitations (“provisos”) are minimized, and export violations are eliminated.

The course is designed to provide each attendee with an understanding of:

- The terms, definitions and acronyms used in discussing USML exports and foreign disclosure policy.
- The foreign disclosure policy development process; how it is implemented at the National, Military Service, and local unit levels; and its relationship to the export licensing process.
- The DoD and InterAgency committees and agencies involved in the foreign technology transfer process, and how to game their impact on your company’s overseas business prospects.
- The Government’s “false impressions doctrine” and how that impacts export licensing.
- The identification of certain technical details early on in the product development cycle that may become critical considerations in the export license review process.
- The actual review process for TAAs, MLAs, DSP-5s, DSP-85s, and foreign military sales (FMS) cases.
- The ways that government licensing reviewers (subject matter experts) review license applications, especially for items not in the DoD inventory.
- The export licensing proviso authoring process and how provisos impact the execution of an export license.
- The ways that foreign disclosure and export licensing policies impact meetings and visits with foreign representatives.
- The ways that a company’s technology control plan is important to protecting critical company information and U.S. classified technologies.

**Disclaimer:**

This course does not certify an individual, command, or company to act as a **Designated Disclosure Authority (DDA)**. The course is only intended to teach individuals how to incorporate foreign disclosure into their everyday work environments.

### **Scheduling & Payment Information**

Call FDE Solutions at (703) 860-8112, or e-mail us at [info@fdesolutions.com](mailto:info@fdesolutions.com) to schedule your seminar. We will accept a direct purchase order as contract authorization. Payments may be made by electronic fund transfer, check, or credit card.

The fee for this service, per our calendar year 2006 pricing schedule, is \$4,995.00 for a class of up to 25 attendees, plus travel. The facility is requested to provide the training classroom/conference room, and an LCD computer video projector.