

# Events Diary.....

NB: Programmes are subject to change

## 2010

### 30 August 2010 – New Delhi, India

The Confederation of Indian Industry (CII) and the HQ Integrated Defence Staff PP & FD (WSOI) Division are organising a one day workshop on "Make" and "Buy & Make (Indian)."

Contact: Ms K V Vidya at k.v.vidya@cii.in  
Tel +91 11 24691698

### September 9&10 - University of Copenhagen, Denmark

The 'Public Procurement: Global Revolution V' conference will feature a workshop on:-

- Initiatives in opening up EU defence procurement: the new Defence Procurement Directive and the work of the European Defence Agency;
- Dr. Aris Georgopoulos, PPRG, University of Nottingham, UK will present an analysis of the main aspects of the new Defence Procurement Directive;
- Risk of offsets and preventive mechanisms, by Mark Pyman, Director, Transparency International, UK.;
- Security (non Defence) Procurement in the Light of the New Directive, by Joanne Teal, First Legal Officer, Europol.

Contact: The Faculty. Email: jurfak@jur.ku.dk

### September 13-16 – Chicago, U.S.A.

DIOA-GOCA Fall Conference:

- Canada's New IRB Policies, Dan Duguay, Industry Canada;
- Greece: Current Situation Regarding Penalties, Nikos Papatsas, EFA;
- India: Lessons Learned from a Recent Offset Negotiation, Tom Boyle, Textron (Invited); Doing Business in India, Mayank Patel and Victor Stern, TriPolus;
- Australia's New Defence Procurement and Industrial Policies, David Marshall, Defence Materiel, Embassy of Australia;
- Panel Discussion on UAE's New Offset Policy, Jim Grzella – Moderator;
- Defence Procurement in Europe and EDA Code of Conduct, Neil Rutter - Moderator, Blenheim Capital Services LLC; Dr. Katharina Weiner, Baker & McKenzie;
- Ways to Finance Defence Procurements, Enrique Navarro, Industrial Cooperation and Consulting (IC2);
- Offset and Anti-corruption Compliance Panel Discussion, Steve Saiget as Moderator, General Dynamics;

- Multi-country Development Programmes, Phil Georgariou, Lockheed Martin Aeronautics & Jim Corcoran, Sikorsky Aircraft;
- General Dynamics Offset Organization, Steve Saiget, General Dynamics;
- Rafael's International Experience in Offset Implementation, Naftali Malkin, Rafael;
- Global Aerospace & Defence Industry, John Kenkel, Renaissance Strategic Advisors;
- Venture Capital as Offset Projects, Neil Rutter, Blenheim Capital Services LLC;
- Deploying insurance as an effective strategy to secure financing, Alan Saul, Overseas Investment / Trade Insurance;
- ITAR Overview, Michael Golden; Derco Aerospace, Inc.;
- Update on Malaysian Countertrade Programme, Dr. Kogila Balakrishnan, MoD.

Contact: Katie Bubolz Tel: 202-887-9011,  
Email: kbubolz@ibgc.com

### September 14 – Germany

DKF session and networking event.

Contact: Email: missing@dkf-kompensation.de

### September 20 – Cape Town, South Africa

The embassy of the U.S.A. in consultation with the Aerospace Maritime & Defence Industries Association (AMD) is organizing an invitation only U.S.-South Africa Defence Industry Cooperation Symposium with the support of the U.S. Department of Defence and the South African National Defence Force. The symposium will cover South African offset requirements, other regulatory requirements, tendering procedures, etc.

Contact: Johan van Rensburg, U.S. Embassy, Commercial Section, Tel +27 011 290-3208,  
Email: Johan.vanRensburg@mail.doc.gov

### 22 Sept 2010 – London

The UK Offset Operations group (UKOOG)/ London Countertrade Roundtable Defence Offset Seminar - Annual Joint Meeting

Contact: Christine Gomm, Tel: 01428 602645,  
Email: christine.gomm@adsgroup.org.uk

### September / October 2010 – Stuttgart, Germany

Daimler offers an internship course in Offset & Countertrade Management / Purchasing. The offset division will cover compensation modalities for all transactions related to international projects concerning the company's car sales and commercial vehicle sales. The course is for six months, full-time.

Contact: Department of Offset Identification & Processes, Martin Fehleisen, Tel: 20 492 0711,  
Email: martin.fehleisen@daimler.com

### October 6-8 - Izmir, Turkey

Izmir Global Aerospace & Offset Conference. With presentations by:

- SSM Undersecretary Murad Bayar;
- Several defence primes;
- Several local partners;
- International offset associations and aerospace institutions.

Contact: Tel +90 232 251 38 51  
Email: hiliskiler@esbas.com.tr

### October 25-26 – Arlington, VA. U.S.A.

An International Government & Commercial Contracting course will cover countertrade and offsets and offset agreements. The programme will be presented by a faculty with experience in international contracting matters.

Contact : Tel 1-888 494-3696

### November 17 – Farnborough, UK

Offset Training Workshop.

Contact: Christine Gomm, Tel: 01428 602645,  
Email: christine.gomm@adsgroup.org.uk

### November 30 – Germany

DKF session and networking event.

Contact: Email: missing@dkf-kompensation.de

## 2011

### February 7&8 – Sofia, Bulgaria

SMI annual offset conference

### February 15-17 – Abu Dhabi, UAE

ADIOC 2011 at the Emirates Palace, precedes IDEX (from 20 to 24th).

### April 10-13 - Amsterdam, the Netherlands

GOCA Spring Conference

### May (TBC) – Kuwait

OCA-NOC Conference

### May 17-19 - Newport, RI. U.S.A.

DIOA Spring 2011 Conference