



EUROPEAN CLUB FOR COUNTERTRADE & OFFSET

An Association incorporated under French Law
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SYMPOSIUM #4

June 14 and 15, 2012 - Paris, France

AGENDA

Organized by:



Sponsored by:



From	Until	Speaker	Title	Organisation	Nationality
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Thursday June 14th, 2012

10:00 AM	10:05 AM	Welcome by ECCO Chairman			
10:05 AM	10:10 AM	ECCO Rules on Ethics and Competition			
10:10 AM	10:15 AM	Introduction from General Colas des Francs, COGES General Director			

Forum - Offset in the United Arab Emirates

Chairman: Daniel Geistodt-Kiener Thales

10:15 AM	11:00 AM	The Tawazun Economic Council Program: Putting Theory into practice			
		Matar Al Romaiithi	Chief Officer - IDU	Tawazun Economic Council	UAE

11:00 AM	11:20 AM	<i>Coffee Break - Networking</i>			
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11:20 AM	12:00 PM	Expectations on the UAE Offset policy benefits for the economy and industry			
		Andrew Blaxland	Chief Investment Officer	Tawazun	UAE

12:00 PM	12:30 PM	Roundtable with speakers			
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12:30 PM	2:00 PM	<i>Lunch Break - Networking</i>			
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Forum - Offset in Brazil

Chairman: Philippe Facchetti DCNS

2:00 PM	2:20 PM	The fundamental reasons for implementing an Offset policy in Brazil			
		Afonso de Sousa	Colonel (ret)	Brazilian Air Force	Brazil

2:20 PM	2:40 PM	The Brazilian Defence Roadmap			
		Eduardo Quesado Filgueiras	Colonel	Ministry of Defence	Brazil

2:40 PM	3:00 PM	Embraer's experience with Offset: benefiting from Offset and becoming an Offset obligor			
		Joao Taborda	External Relations Director	Embraer	Brazil

3:00 PM	3:20 PM	Brazilian Air Force - Current Offset Policy and Expectations to the Future			
		Afonso de Sousa	Colonel (ret)	Brazilian Air Force	Brazil

3:20 PM	3:40 PM	<i>Coffee Break - Networking</i>			
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3:40 PM	4:00 PM	Brazilian Defence and Security Industries Association - ABIMDE			
		Carlos Afonso Pierantoni Gambôa	Vice President	ABIMDE	Brazil

4:00 PM	4:20 PM	How extraterritorial anti-corruption laws impact Brazilian companies: Risks, obligations and best practices			
		Philippe Montigny	President	ETHIC Intelligence	France

4:20 PM	4:55 PM	Roundtable with speakers			
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4:55 PM	5:00 PM	Conclusion by the Chairman			
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Friday June 15th, 2012

9:00 AM	9:05 AM	Welcome by ECCO Chairman			
9:05 AM	9:10 AM	ECCO Rules on Ethics and Competition			
9:10 AM	9:15 AM	Introduction from Jean-François Lafore, GICAT General Delegate			

Workshop - Offset and SMEs

Chairman: Thierry Augendre Panhard General Defence
 or Sonia Méhaignoul FN Herstal

9:15 AM	9:45 AM	From Germany to Canada - Offset as a business winning tool for 1st tier suppliers			
		<i>The Defence Contractor Perspective</i>			
		Joost van Gemert	Head of Corporate Offset	Rheinmetall	Germany
		<i>The Local Beneficiary perspective</i>			
		Steeve Jackman	Managing Director	Cargotec	Canada
9:45 AM	10:15 AM	From Norway to Finland - NASAMS Finland Supply Chain: Experiences and lessons learned – the cooperation between Kongsberg Defence & Aerospace AS and Oricopa Oy			
		Hans Petter Schjøberg	Project Manager Sub-Suppliers	Kongsberg	Norway
		Kimmo Rautalin	Vice President Customer Projects	Oricopa	Finland
10:15 AM	10:45 AM	From Switzerland to the Netherlands			
		<i>The selection of a local beneficiary through an Offset process</i>			
		Lee D. Furter	Head of International Cooperation & Offset	RUAG	Switzerland
		<i>Benefits received from an Offset process</i>			
		Paul Malcontent	Sales and Marketing manager	VDL	The Netherlands

10:45 AM	11:05 AM	<i>Coffee Break - Networking</i>			
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11:05 AM	11:35 AM	From Switzerland to South Africa - Successfully harnessing synergies through networking			
		<i>AREVA CEZUS point of view as a foreign partner</i>			
		Françoise Chamard	Global Purchasing Manager	AREVA NP	France
		<i>Pilatus point of view as an Obligor in South Africa</i>			
		Valentina Spinelli	Industrial Participation	Pilatus	Switzerland
11:35 AM	11:55 AM	CILAS Offset experience with ISDEFE on a Naval Program, Spain			
		<i>Foskor point of view as a South African beneficiary</i>			
		Nachi Meyyapan	CEO	Foskor	South Africa
		Hervé Soubrane	Export Sales Manager - Military Programs	CILAS	France
11:55 AM	12:15 PM	An SME's experience of Offset on a Malaysian market			
		Lionel Thomas	Commercial Director	Atermes	France
		Anne Lajoie	Responsible Offset	Thales Communications	France
12:15 PM	12:35 PM	Experience of indirect offset between THALES, INSTA and OKTAL SE in the frame of the "Crotale NG Modernization program"			
		Pierre Soulacroup	Export Sales Manager	OKTAL-SE	France

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12:35 PM	2:00 PM	<i>Lunch Break - Networking</i>			
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2:00 PM	2:10 PM	Synthesis of the morning presentations			
		Antoine Garapon	General Secretary	Institute for Advanced Judicial Studies	France
2:10 PM	3:50 PM	Roundtable with speakers - Chaired by Antoire Garapon			
3:50 PM	3:55 PM	Acknowledgement to sponsors			
3:55 PM	4:00 PM	Conclusion by ECCO Chairman			