



ECCO Symposium #6

June 19 and 20, 2013

Le Bourget, Paris, France

Sponsored by **PILATUS**

EUROPEAN CLUB FOR COUNTERTRADE & OFFSET

An Association incorporated under French Law
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SYMPOSIUM #6
June 19 and 20, 2013
Le Bourget, France

AGENDA

Sponsored by:



Wednesday 19th June, 2013

12:00 PM	2:00 PM	<i>Lunch Break - Networking</i>
2:00 PM	2:05 PM	Welcome by ECCO Chairman
2:05 PM	2:10 PM	ECCO Rules on Ethics and Competition
2:10 PM	2:25 PM	Opening: Ms. Claire Waysand - Deputy Director General and Chief Economist in the Directorate-General of the Treasury at the French Ministry of the Economy and Finance, on behalf of Ms. Nicole Bricq, French Minister of External Trade

Workshop - Reciprocity and Offset

Chairman: Gilles Lhuillier - Professor of Law - European University of Brittany

2:25 PM	2:55 PM	Brazil		
		Major Brigadier José Euclides da Silva Gonçalves Director of the Department of Products of Defense Ministry of Defense	Héloïsa Regina Guimarães de Meneses Secretary of Development and Production Ministry of Development, Industry and Commerce	Eduardo Quesado-Filgueiras Head of Procurement and Contract Analysis Ministry of Defense - Brazil
2:55 PM	3:20 PM	India		
		Ramesh Mulye	Strategic Advisor Confederation of Indian Industry in France Former Ambassador	
3:20 PM	3:45 PM	The People's Republic of China		
		Zhang Hang	Government Procurement Management Division Treasury Department Ministry of Finance	

3:45 PM	4:05 PM	<i>Coffee Break - Networking</i>
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4:05 PM	4:30 PM	South Africa	
		Masizakhe Zimela	Chief Director - Industrial Development Department of Trade and Industry
4:30 PM	4:55 PM	European Commission	
		Rupert Schlegelmilch	Director - Services and Investment, IP and Public Procurement DG Trade
4:55 PM	5:55 PM	Roundtable with speakers <u>Moderator:</u> Gilles Lhuillier	
5:55 PM	6:00 PM	Conclusion by the Chairman	

Thursday 20th June, 2013

9:00 AM	9:05 AM	Welcome by ECCO Chairman
9:05 AM	9:10 AM	ECCO Rules on Ethics and Competition

Forum - Offset in India

Chairmen: **Bimal Sareen**, Managing Director and CEO of AVAANA, Director of Offset India Solutions, Editor-In-Chief of *Global Defence Offset Review*, and Chairman of the Defence Committee of the Indo-American Chamber of Commerce
Grant Rogan, President, Blenheim Capital Services

9:10 AM	9:20 AM	Introduction by Bimal Sareen	
9:20 AM	9:50 AM	India and its projection as a Global Power in the 21st century	
		Jean-Joseph Boillot	Professor of Social Sciences Author of <i>Chindiafrica</i>
9:50 AM	10:20 AM	Mapping the Indian Offset environment	
		Major General Bhupinder Yadav	Author of <i>Indian Defense Procurement: Emerging Opportunities</i> and <i>Indian Defense Offset: A Guide</i>

10:20 AM	10:45 AM	<i>Coffee Break - Networking</i>
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10:45 AM	11:15 AM	An example of successful Partnership developed in France and Offset programme delivered in India	
		Ravindra Nuguri	Vice President Engineering, Aerospace, Defence & Automotive HCL Technologies Ltd.
11:15 AM	11:45 AM	Offsets in India, a brief account of experiences	
		Johan van Nieuwenhuizen	Director, Industrial Participation Pilatus
11:45 AM	12:15 PM	Offset in India: Policy Changes and Objectives in 2013	
		Rajiv Chib	Associate Director Price Waterhouse Cooper India
12:15 PM	12:30 PM	Conclusion by Bimal Sareen	

12:30 PM	2:00 PM	<i>Lunch Break - Networking</i>
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2:00 PM	3:50 PM	Roundtable with speakers <u>Moderator:</u> Grant Rogan	
3:50 PM	3:55 PM	Acknowledgement to sponsors	
3:55 PM	4:00 PM	Conclusion by ECCO Chairman	