



EUROPEAN CLUB FOR COUNTERTRADE & OFFSET

An Association incorporated under French Law
69, rue Louise Michel
92300 Levallois-Perret - France
www.ecco-offset.eu
info@ecco-offset.eu

SYMPOSIUM #7
November 20 and 21, 2013
Juan-Les-Pins, France

AGENDA

This event is sponsored by:

THALES

Thalès is a global technology leader for the Defence & Security and the Aerospace & Transport markets. In 2012, the company generated revenues of €14,2bn (equivalent of £11,5bn) with 67,000 employees in 56 countries.

With its 25,000 engineers and researchers, Thales has a unique capability to design, develop and deploy equipment, systems and services that meet the most complex security requirements.

Thales has an exceptional international footprint, with operations around the world working with customers and local partners.

From	Until	Speaker	Title	Organisation	Nationality
------	-------	---------	-------	--------------	-------------

Tuesday 19th November 2013

7:30 PM	9:30 PM	Welcome drinks and buffet supper for all attendees			
---------	---------	--	--	--	--

Wednesday 20th November 2013

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	9:30 AM	Keynote: Economic Diplomacy versus Cultural Diplomacy			
		Xavier Darcos	Of the Académie Française Former Minister, Ambassador Executive President of the Institut Français		

Forum - Offset in Europe: Implementation of Directive 2009/81/EC

Chairman: Lee Furter - Senior Manager Offset - Ruag

9:30 AM	9:55 AM	Belgium			
		Luc Ballet	Counsellor General a.i.	FPS Economy	Belgium
9:55 AM	10:20 AM	Norway			
		Åge Skoelv	Principal Researcher	Norwegian Defense Research Establishment	Norway
		Are Thengs	Legal Advisor Joint Legal Services	Ministry of Defence	Norway
10:20 AM	10:45 AM	Switzerland			
		Per Magnus Larsson	Attorney-at-Law	Armassuisse	Switzerland

10:45 AM	11:15 AM	<i>Coffee Break - Networking</i>			
----------	----------	----------------------------------	--	--	--

11:15 AM	11:40 AM	Czech Republic			
		Pavel Zaboř	Secretary of the Offset Committee	Ministry of Industry & Trade	Czech Republic
11:40 AM	12:05 PM	Denmark			
		Sonja Siegismund	Counsellor	Danish Business Authority	Denmark
12:05 PM	12:30 PM	Finland			
		Tommi Nordberg	Senior Adviser	Ministry of Defence	Finland
12:30 PM	12:55 PM	United Kingdom			
		Adrian Dalton	Head of Industrial Participation	Ministry of Defence	UK

12:55 PM	2:00 PM	<i>Lunch Break - Networking</i>			
----------	---------	---------------------------------	--	--	--

2:00 PM	3:55 PM	Roundtable with speakers			
3:55 PM	4:00 PM	Conclusion by the Chairman			

4:00 PM	4:30 PM	<i>Coffee Break - Networking</i>			
---------	---------	----------------------------------	--	--	--

From	Until	Speaker	Title	Organisation	Nationality
4:30 PM	6:30 PM	ECCO Members only: General Assembly			

7:00 PM	11:00 PM	ECCO Annual Dinner for all attendees			
---------	----------	---	--	--	--

Thursday 21st November 2013

8:30 AM	8:35 AM	Welcome by ECCO Chairman			
8:35 AM	8:40 AM	ECCO Rules on Ethics and Competition			

8:40 AM	9:00 AM	Keynote: Future of the Government Procurement Agreement			
		Helmut Scholz	Member of the European Parliament Rapporteur on the Government Procurement Agreement - Committee on International Trade		

Workshop - Offset and International Strategy

Chairman: _____ Geistodt-Kiener -VP Internat. Development and Financing -
Thales

9:00 AM	9:20 AM	Global Trade: The role of the International Chamber of Commerce			
		François Georges	Executive Director	International Chamber of Commerce	France
9:20 AM	9:40 AM	The new Wave of Emerging Countries			
		Laurence Daziano	Lecturer in Economics	Sciences Po Paris	France
9:40 AM	10:00 AM	Similarities between Offset and Internationalization Strategies			
		Michael Formosa	Managing Principal	Renaissance Strategic Advisors	United Kingdom
10:00 AM	10:20 AM	Culture and Indirect Offset, a new way of investigation			
		Didier Vuillecot	Head of Corporate & Patronage Department	French Institute	France

10:20 AM	10:45 AM	<i>Coffee Break - Networking</i>			
----------	----------	----------------------------------	--	--	--

10:45 AM	11:05 AM	Offset and Technology Transfer Strategies			
		Julien Warlouzé	President	JW & Associés	France
11:05 AM	11:25 AM	Corruption and Offset			
		Mark Pyman	Program Director - Defence and Security	Transparency International	UK
11:25 AM	11:45 AM	A Legal Handbook to protect Intellectual Property			
		Bernard Vanbrabant	Lawyer - Senior Associate	Loyens & Loeff Université de Liège	Belgium
11:45 AM	12:55 PM	Roundtable with speakers			
12:55 PM	1:00 PM	Conclusion by ECCO Chairman			