

ECCO Symposium #8
June 18th and 19th, 2014
Eurosatory, Paris, France



Sponsored by:



EUROPEAN CLUB FOR COUNTERTRADE & OFFSET

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SYMPOSIUM #8 **June 18 and 19, 2014** **EUROSATORY SHOW - PARIS**

FINAL AGENDA

Sponsored by:



Wednesday 18th June, 2014

12 noon	1:45 PM	<i>Lunch - Networking</i>
2:00 PM	2:05 PM	Welcome by ECCO Chairman
2:05 PM	2:10PM	General Patrick Colas des Francs - EUROSATORY General Director
2:10 PM	2:15 PM	ECCO Rules on Ethics and Competition

Forum: Turkey, Malaysia and USA

Chairman: Jens Bauer - Senior Director Industrial Participation, General Dynamics

2:15 PM	2:35 PM	Turkey: Defense sector - How to ensure collaboration in Turkey	
		Bilal AKTAS	Department Head, Industrialization. Undersecretariat for Defence Industries. Turkish Ministry of Defence
2:35: PM	2:55: PM	Turkey: Civil sector - Turkey's civil offset policy	
		Zufer ARSLAN	General Directorate of Health Investments. Head of Department of Investment Models. Turkish Ministry of Health
2:55: PM	3:15 PM	Offset in Malaysia	
		Dr. Yusoff Sulaiman	President & CEO of MIGHT Malaysian Industry-Government Group for High Technology
3:15 PM	3:35 PM	Malaysia - Experience of Offset in Malaysia	
		Denis Plantier	SVP Group Operations, Engineering & Industry. THALES SA

3:35 PM	3:55 PM	<i>Coffee Break - Networking</i>	
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3:55 PM	4:15 PM	USA - Buy American Act - A Government Perspective	
		Melanie Frank	President, International Legal Consultant The Global Trade Group, PLLC, Washington, D.C.
4:15 PM	4:35 PM	USA - Buy American Act - An Industry Perspective	
		Scott Berry	Director, Utility Infrastructure Division, Environment and Trade. Associated General Contractors of America
4:35 PM	4:55 PM	USA - Buy American Act - A Legal Perspective - Intersection between International Regulatory Law and Government Procurement	
		Andrew D. Irwin	Partner with Steptoe & Johnson LLP ABA Section of Public Contract Law – Co-Chair International Procurement Committee
4:55 PM	5:15 PM	USA - US perception of offset	
		Robert S. Metzger	Shareholder Rogers Joseph O'Donnell, a Professional Law Corporation
5:15 PM	5:35 PM	Position of the European Commission: TTIP- BAA-Offsets	
		Elina Laurinen	Desk Officer-TTIP Public Procurement negotiating team. European Commission

5:35 PM	6:35 PM	Round table with speakers <u>Moderators:</u> Jens Bauer	
6:35 PM	6:40 PM	Conclusion by the Chairman	

Thursday 19th June, 2014

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

Workshop: Offset, Risks and Insurance

Chairman: **Louis Habib Deloncle - CEO GARANT**

9:10 AM	9:30 AM	Assessment of Offset Risks
		Lee Furter Senior Manager International Cooperation & Offset. RUAG Defence - Switzerland
9:30 AM	9:50 AM	Credit and political risks - a legal viewpoint
		Simon N'Diaye HMN Associate Partner - International Litigation - Insurance and Reinsurance - France
9:50 AM	10:10 AM	Credit and political risks - a company viewpoint
		Benjamin Becker Finance Department Director - Rheinmetall International Engineering GmbH - Germany
10:10 AM	10:30 AM	Credit and political risks - a private insurer's viewpoint - Lloyds
		Bernie de Haldevang Head of FINPRO - Aspen Insurance and Aspen Syndicates - England

10:30 AM	11:00 AM	<i>Coffee Break - Networking</i>
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11:00 AM	11:20 AM	Operational and financing risks with indirect effects - an academic viewpoint
		Jérôme Kullmann Professor in Law at Paris Dauphine University - President of the Paris Insurance Institute - France
11:20 AM	11:40 AM	Operational and financing risks with indirect effects - Implication in Defence Procurement - Analytical/Practical advices for Tenderers
		Gert Müller Chairman Deutsches Kompensations Forum e. V. (DKF) - Germany
11:40 AM	12:00 PM	Operational and financing risks with indirect effects - a broker's viewpoint
		Pierre Deleplanque Director of Transport, Credit, Political Risks Department SCIACI Saint Honoré - France
12:00 PM	12:20 PM	Operational and financing risks with indirect effects - an insurer's viewpoint
		Kadidja Sinz Country Manager France & Regional Operating Officer Continental Europe Insurance-XL Group

12:20 PM	2:00 PM	<i>Lunch Break - Networking</i>
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2:00 PM	3:50 PM	Round table with speakers Moderator: Louis Habib Deloncle
3:50 PM	3:55 PM	Acknowledgement of sponsors
3:55 PM	4:00 PM	Conclusion by ECCO Chairman