

FINAL

ECCO SYMPOSIUM #10
PARIS

BNP PARIBAS

Forum: Offset management in large corporate groups
Workshop: Facing the Offset challenge as an SME: impact, management and opportunities

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JUNE 18 & 19 2015

SYMPOSIUM #10
June 18 & 19, 2015
BNP Paribas offices - PARIS

AGENDA



From	Until	Speaker	Title	Organisation	Nationality
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Thursday, 18 June 2015

2:00 PM	2:30 PM	Welcome desk			
2:30 PM	2:35 PM	Opening of the ECCO Symposium #10 by ECCO Chairman			
2:35 PM	2:40 PM	Welcome speeches by BNP Paribas and Thales Yasser Henda - Head of Export Finance - Corporate Clients Financing & Advisory for BNP and Daniel Geistodt-Kiener - International development financing Director for Thales			
2:40 PM	2:45 PM	ECCO Rules on Ethics and Competition John Garczynski - Head of ECCO Ethics Committee			

FORUM
Offset management in large corporate groups

Chairman: Denis Plantier - Thales SVP, Group Operations, Engineering and Industry

2:45 PM	3:05 PM	Prime contractors' considerations regarding national security and infrastructure when Offset is required			
		Dr. Lee D. Furter	Senior Manager International Cooperation & Offset	RUAG Defence	Switzerland
3:05 PM	3:25 PM	Facing the Offset challenge as mid-cap growing business			
		Nicolas Bœuf	Deputy Director International Business and Offset Manager	Etienne Lacroix	France
3:25 PM	3:45 PM	General Dynamics European Land Systems' Industrial Participation Strategy			
		Stephan Thalhammer	Manager Industrial Participation	General Dynamics Europe Land Systems	Austria
3:45 PM	4:05 PM	From pure O to IC&O : two more letters, big change!			
		Olivier Melamed	International Cooperation and Offset Manager	MBDA France	France
4:05 PM	4:30 PM	<i>Coffee Break - Networking</i>			
4:30 PM	4:35 PM	Countertrade and Offset Academy 2016 Advanced Management Program			
		Jean-Marie Ardisson	Director	ESSEC Executive	France
4:35 PM	4:55 PM	Organizing the Offset Function at large corporations			
		Joost van Gemert	Head of Corp. Offset Management	Rheinmetall AG	Germany
4:55 PM	5:15 PM	IC and transfer of technology risks and opportunities for a prime contractor			
		Philippe Facchetti	Manager Industrial Participation	DCNS	France
5:15 PM	5:35 PM	What is the right Offsets strategy for major prime contractors?			
		Dr. Kogila Balakrishnan	Principal Fellow WMG	University of Warwick	Malaysia
5:35 PM	5:55 PM	Questions & Conclusions			
		<u>Moderator:</u>	Denis Plantier	Thales	France

Friday, 19 June 2015

From	Until	Speaker	Title	Organisation	Nationality
8:30 AM	9:00 AM	Welcome desk			
9:00 AM	9:05 AM	Opening of the second day of ECCO Symposium #10 by ECCO Chairman			
9:05 AM	9:10 AM	ECCO Rules on Ethics and Competition			
		John Garczynski - Head of ECCO Ethics Committee			
WORKSHOP					
Facing the Offset challenge as an SME: impact, management and opportunities					
		<u>Chairman:</u>	Dr. Domingos Paiva	Paiva Law firm	Brazil
9:10 AM	9:30 AM	R&D Shift™ - How Primes, Sub-Primes and SME's can boost profits and achieve 2X R&D tax credits and 4-18X multipliers on their Canadian and UK Offsets			
		Kevin Wong	Solicitor & President	Stonecracker Scientific Law LLP	Canada
9:30 AM	9:50 AM	Achieving success with the aid of Offset			
		Gert Vinke	General Manager	VanderPloeg	The Netherlands
9:50 AM	10:10 AM	The compositeur digital®, an innovative tool to present complex offset project			
		Valéry Benoit	Co-Founder	EXCENSE	France
10:10 AM	10:30 AM	Industrial Participation - Actual projects seen from two sides, OEM & Subsuppliers			
		Gert Daugaard	Sales Manager	HYDREMA	Denmark
10:30 AM	11:00 AM	Coffee Break - Networking			
11:00 PM	11:05 PM	Countertrade and Offset Academy 2016 Advanced Management Program			
		Jean-Marie Ardisson	Director	ESSEC Executive	France
11:05 AM	11:25 AM	BeAM's Alpha strategy: a unique offer to solve your offset problematic			
		Emmanuel Laubriat	President	BeAM	France
11:25 AM	11:45 AM	SMEs in future global cooperation			
		Rutger Deurvorst	Director	Axxiflex	The Netherlands
11:45 AM	12:05 PM	Building new relationship thanks to offset			
		Paul Malcontent	Business manager	VDL Defense Technologies	The Netherlands
12:05 PM	12:25 PM	A failed Offset Agreement			
		Georg Stirnimann	CEO COMLAB Group	Comlab	Switzerland
12:25 PM	2:00 PM	Free time for lunch			
2:00 PM	4:00 PM	Roundtable with speakers			
		<u>Moderator:</u>	Dr. Dominik Kimla	Avascent	US / Europe
4:00 PM	4:05 PM	Conclusion by ECCO Chairman			