



SYMPOSIUM #11

**November 18 & 19, 2015
DLA Piper offices
3 Noble Street
London
EC2V 7EE
United Kingdom**

AGENDA

sponsored by



From	Until	Speaker	Title	Organisation	Country
Wednesday 18 November 2015					
9:00 AM	12:00 PM	ECCO Board meeting (ECCO Board members only)			
12:00 PM	1:00 PM	Countertrade and Offset Academy Alumni meeting (Alumni only)			
1:00 PM	1:30 PM	Welcome desk			
1:30 PM	1:35 PM	Opening of ECCO Symposium #11 by ECCO Chairman			
1:35 PM	1:40 PM	Welcome by DLA Piper Chairman, Sir Nigel Knowles			
1:50 PM	2:10 PM	Keynote Earl Howe - Minister of State for the UK Ministry of Defence and Deputy Leader of the House of Lords			
2:10 PM	2:15 PM	ECCO Rules on Ethics and Competition John Garczynski - Head of ECCO Ethics Committee			
FORUM Africa, Asia, Australia and Middle East					
Chairman:	Baroness Symons	Head of Government Relations Practice	DLA Piper	United Kingdom	
2:30 PM	2:55 PM	South Africa: Leveraging of Public Sector Procurement			
		William Ramutla	Director Industrial Participation Secretariat	thedi	South Africa
2:55 PM	3:20 PM	South Korea Offset Program Policy 2015			
		Jeong Young Cho	Deputy Director	DAPA Offset Division	South Korea
3:20 PM	3:45 PM	South Korea: The Offset application in Source Selection process			
		Soo Jung Kim	Assistant Director	DAPA Offset Division	South Korea
3:45 PM	4:10 PM	Malaysia: Industry Collaboration Programmes (ICP) – UPDATES			
		Major Zailani Safari	CEO	Technology Depository Agency	Malaysia
4:10 PM	4:30 PM	Coffee Break - Networking			
4:30 PM	4:55 PM	Australia: Rundown on the latest modifications of offset regulations			
		Brian Hickey	Counsellor Defence Materiel	Australian DoD	Australia
4:55 PM	5:20 PM	Experiences and successes from doing business in Saudi			
		Robert Heyster	Independent Adviser	-	Saudi Arabia
5:20 PM	5:45 PM	Saudi Arabia: The Saudi British Economic Offset Programme			
		Phil Mallion	Assistant Head	British Offset - MoD	United Kingdom
5:45 PM	6:15 PM	UAE: Rundown on the latest modifications of offset regulations			
		Mohamed Musabah AL Mazrouei	Manager – Foreign Affairs, Industrial Development Unit.	Tawazun	UAE
7:00 PM	9:00 PM	ECCO annual dinner hosted by DLA Piper			

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Thursday 19 November 2015					
8:30 AM	9:00 AM	Welcome desk			
9:00 AM	9:05 AM	Opening of the second day of ECCO Symposium #11 by ECCO Chairman			
9:05 PM	9:20 PM	Keynote			
		Fabrizio Harley - Director of the DSIEP <i>UK's Defence and Security Industrial Engagement Policy (DSIEP)</i>			
9:20 AM	9:25 AM	ECCO Rules on Ethics and Competition			
		John Garczynski - Head of ECCO Ethics Committee			
WORKSHOP					
The new actors for successful offset					
Chairman:	Baroness Symons	Head of Government Relations Practice	DLA Piper	United Kingdom	
9:35 AM	9:55 AM	Building an attractive, feasible, compliant offset offer at the lowest possible price			
		John Garczynski	Offset Manager	Areva	France
9:55 AM	10:15 AM	Localisation - Finding the Balance			
		Johan van Nieuwenhuizen	Director Industrial Participation	Pilatus	Switzerland
10:15 AM	10:35 AM	Transfer of Technology - Challenges for Offsets			
		Deepak Sangha	Senior Offset Manager	MBDA UK	United Kingdom
10:35 AM	10:55 AM	Navigating Compliance in Offset Deals			
		Toby Duthie	Co-Founder and Partner	Forensic Risk Alliance	United Kingdom
10:55 AM	11:15 AM	What an NGO can do to help fulfill indirect offset obligations			
		Marin de Viry	Development Director	Postive Planet	France
11:15 AM	11:35 AM	Coffee Break - Networking			
11:35 AM	11:55 AM	Finance			
		Mel Sims	GC and CEO	Blenheim Capital Holdings	United Kingdom
11:55 AM	12:15 PM	Offset for National Security: The Role of Training and Sector Development			
		Graham Cundy OBE	Chief Operating Officer	PGI	United Kingdom
12:15 PM	12:35 PM	Offset and Corporate Contract Law			
		Mehdi el Harrak	PhD Student / Deputy General Secretary	Sorbonne Law School / ECCO	France
12:35 AM	12:55 PM	Ensuring that offsets don't set off a bribery investigation			
		Simon Airey	Partner	DLA Piper	United Kingdom
12:55 PM	1:15 PM	Synthesis			
		Colin Wilson	Partner	DLA Piper	United Kingdom
1:15 PM	2:30 PM	Lunch hosted by DLA Piper			
2:30 PM	2:35 PM	Keynote			
		Sir Richard Paniguan - Former Head of UK Trade & Investment Defence & Security Organisation <i>The importance of thinking ahead in developing an offset programme</i>			
2:30 PM	4:00 PM	Roundtable with speakers Moderator: Baroness Symons			
4:00 PM	4:05 PM	Acknowledgement to sponsor DLA Piper			
4:05 PM	4:10 PM	Conclusion by ECCO Chairman			
4:10 PM	4:30 PM	Coffee break			
4:30 PM	6:30 PM	ECCO Annual General Meeting For ECCO Members only			