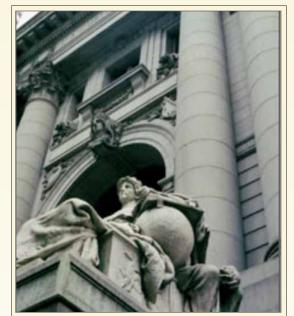


## **exports**International



# EXPORT COMPLIANCE TRAINING

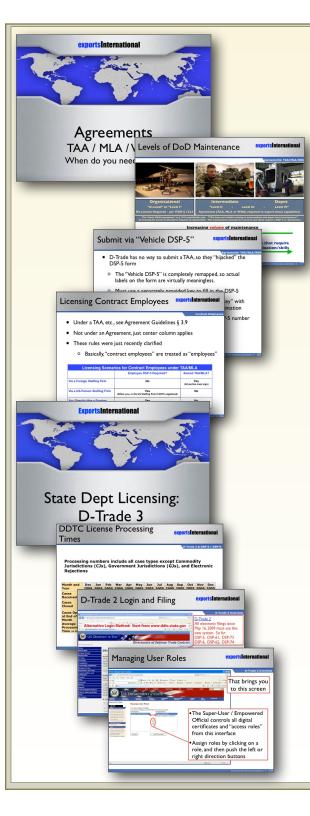
We offer comprehensive training in all aspects of USG export control rules & regulations - ITAR, EAR, Customs, BATF, etc. - and the ongoing *major* "ECR" rewrite of the ITAR and EAR

Always customized for your firm, never "one-size-fits-all"

Presented in-house at your facility.

### exports International USA, LLC

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#### EXPORT COMPLIANCE TRAINING

Exports International no longer conducts open seminars. Our experience is that such an approach must remain too generic to be truly useful to client companies. Teaching to the "lowest-common denominator" of necessity means that too-little attention is paid to a company's actual export compliance situation.

We have found that the most beneficial approach is to conduct such training *in-situ* at our clients' own facilities. In this way, the presentations can be tailored to specific company concerns, briefing materials can be adjusted as needed, and discussions can organically "drill down" to the level of detail that is responsive to the real problems that real companies encounter.

It is also more economical for our clients because all appropriate employees and management can attend the various training modules.

This brochure is intended in part to give a sense of the slide presentations we use as one of the tools to effect comprehensive initial export compliance training.

#### CUSTOMIZED INTRANET SITE See *itar.us/sample* for a basic version

Recurring or annual employee training, required for compliant firms, is best handled with tools that include an Intranet-based system of training resources and automated testing. So says the *Nunn-Wolfowitz Task Force Report: Industry "Best Practices" regarding Export Compliance Programs*, as well as guidelines promulgated by State/DDTC and Commerce/BIS.

We couldn't agree more. Our training, audits and Compliance Manuals all follow those models.

Our guiding principle is that compliance practices, like the quality practices of ISO-9000, work best when they are not dependent on a single personage, but rather are comprehensively thought-out, reduced to written guidelines, published under the authority of top management, checklist driven, and implemented with closed management-authority feedback loops that are strictly designed and enforced to short-circuit inadvertent disclosures or unlicensed exports – *before* they occur. It requires modern *process* control.

This is the difference between depending on the wisdom of a single "guru" to personally prevent each violation, versus embedding export compliance into the very DNA of a company.

And *that* is the philosophy that underlies how we train our clients.

### MANY OTHER MODULES

