Gain Invaluable Local Insights on Global Encryption Controls Requirements and Policy Developments

April 18 – 19, 2012 • Hilton San Francisco Airport Bayfront • San Francisco, CA

Insights on Russia’s Membership in the WTO:
Elizabeth Hafner
Director for Russia and Northern Eurasia, Office of the U.S. Trade Representative

International Perspectives:
Alexander Zubarev
Information Security Director, Hewlett Packard (Russia)

Nora Ochoa
Latin America Regional Trade Compliance Manager, Weatherford (Mexico)

Michael Morgan
Labarge Weinstein (Canada)

Eric Carlson
Covington & Burling (China)

Eyal Roy Sage
AYR (Israel)

Anita Esslinger
Bryan Cave (London)

Interactive Working Groups — April 17, 2012

Group A: When and How to Obtain an ERN, Apply License Exception ENC and Self-Classify: A Practical Guide to What Every Export Controls Professional Needs to Know

Group B: Employee Travel with Encryption Controlled-Items: Preventing Unauthorized Access and Setting up Internal Compliance Procedures for International Travel

Media and Association Partners:
Meet and Benchmark with In-House, Government and Private Practice Speakers from the U.S. and Abroad.

See Why Export Professionals Attend this Unique Conference Each Year to Learn the Latest on Global Encryption Controls.

How this conference differs from other events: American Conference Institute’s 3rd Advanced Summit on Global Encryption Controls is an industry-led program that will provide an optimal benchmarking opportunity for companies on how to reduce new, complex and emerging compliance risks worldwide. Don’t miss this opportunity to obtain critical information that is not available in print or on the web. Network and learn from export counsel and compliance officers experienced in navigating foreign encryption control regulations, in key jurisdictions, including China, Asia and Europe.

Countries such as China, Russia, India, France, Ireland, the UK and Canada are all developing comprehensive laws on the import and export of encryption items – requiring specific licenses or authorizations to import, use and export items with encryption technology.

The Wassenaar Arrangement and other international agreements such as the Trans Pacific Partnership, are becoming more influential as countries seek to work together on developing a comprehensive set of encryption regulations. Knowing each country’s specific laws is essential for companies that do business on a global scale.

As the global landscape is changing dramatically each year, export compliance professionals must understand both foreign and U.S. encryption regulations. More and more, companies are using encryption items to protect the integrity of their information. In addition, more employees are traveling internationally, bringing up the challenge of remaining compliant with import laws as they enter each country.

The need for a comprehensive compliance program that incorporates all regulations and policy developments is necessary to prevent severe monetary fines, loss of import/export privileges and criminal penalties.

Key topics will include:
- How international agreements affect the import and export of cryptography
- Obtaining export permits from the SEMB in China
- Preventing steep fines for export violations in Malaysia and Hong Kong
- How to handle technology transfers through cloud computing without violating encryption regulations around the globe
- Russia’s recent joining of the WTO, the U.S.-Russia 2006 Bilateral Agreement and what this means for your export compliance program
- How to use Ireland and the Netherlands as key software and hardware EU distribution centers
- Complying with Israeli encryption registration and distribution requirements to prevent strict penalties and license revocation
- Complying with Canadian and Mexican export controls to prevent business losses and delays

Also, benefit from interactive pre-summit working groups:
April 17, 2012

**Group A:** When and How to Obtain an ERN, Apply License Exception ENC, and Self-Classify: A Practical Guide to What Every Export Controls Professional Needs to Know

**Group B:** Employee Travel with Encryption Controlled-Items: Preventing Unauthorized Access and Setting up Internal Compliance Procedures for International Travel

Reserve your seat early by calling 1-888-224-2480, faxing your registration to 1-877-927-1563 or registering online at: www.americanconference.com/encryption

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- Vice Presidents, Directors and Managers of:
  - Export and Import Compliance
  - Export Administration
  - Export and Import Controls
  - IT Security
  - Export Policy
  - Export Licensing
  - International Trade Compliance
  - Government Affairs

- Corporate Counsel
  - Import and Export Compliance
  - International Trade Counsel
  - Trade and Regulatory Counsel

- Private practice attorneys and consultants practicing in:
  - Export controls
  - International trade
  - Corporate Compliance and Governance
  - E-commerce

- Chief Technology Officers
- Engineers

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**AGENDA AT-A-GLANCE**

### INTERACTIVE WORKING GROUPS  
**Tuesday, April 17, 2012**

**Group A:** 9:00am – 12:30pm

*When and How to Obtain an ERN, Apply License Exception ENC and Self-Classify: A Practical Guide to What Every Export Controls Professional Needs to Know*

**Group B:** 1:30pm – 5:00pm

*Employee Travel with Encryption Controlled-Items: Preventing Unauthorized Access and Setting up Internal Compliance Procedures for International Travel*

### MAIN CONFERENCE DAY 1  
**Wednesday, April 18, 2012**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:00</td>
<td>Registration Opens</td>
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<tr>
<td>9:00</td>
<td>Opening Remarks by Conference Co-Chairs</td>
</tr>
<tr>
<td>9:15</td>
<td>How International Agreements Affect the Import &amp; Export of Cryptography: Wassenaar Arrangement, Trans Pacific Partnership and the WTO</td>
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<tr>
<td>10:30</td>
<td>Networking Coffee Break</td>
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<tr>
<td>10:45</td>
<td>CHINA: Overcoming Import and Export Challenges Posed by Your Encryption-Related Items and Technology</td>
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<tr>
<td>11:45</td>
<td>INDIA: Incorporating Emerging Encryption Compliance Risks and Business Development Opportunities into Your Global Export Program</td>
</tr>
<tr>
<td>12:45</td>
<td>Networking Lunch</td>
</tr>
<tr>
<td>2:00</td>
<td>HONG KONG &amp; MALAYSIA: Minimizing Transshipment and Re-Exports Challenges</td>
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<tr>
<td>2:45</td>
<td>Refreshment Break</td>
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<tr>
<td>3:15</td>
<td>CLOUD COMPUTING: Reducing Compliance Risks Posed by Shared Networks and Collaborative Platforms</td>
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<tr>
<td>4:30</td>
<td>CANADA: Complying with Complex Encryption Regulations to Prevent Business Losses, Delays and Reduced Competitiveness</td>
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<tr>
<td>5:15</td>
<td>End of Day 1</td>
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### MAIN CONFERENCE DAY 2  
**Thursday, April 19, 2012**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>9:00</td>
<td>Conference Co-Chairs' Opening Remarks</td>
</tr>
<tr>
<td>9:35</td>
<td>Russia’s Membership in the WTO and the U.S.- Russia 2006 Bilateral Agreement: The Latest on Russia Encryption Compliance Expectations and Inter-Agency Cooperation</td>
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<tr>
<td>10:05</td>
<td>Coffee Break</td>
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<tr>
<td>10:20</td>
<td>CUSTOMS UNION OF RUSSIA, KAZAKHSTAN &amp; BELARUS: Satisfying Complex Encryption Import Licensing Requirements</td>
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<tr>
<td>11:30</td>
<td>NETHERLANDS &amp; IRELAND as Key Software and Hardware Distribution Centers: Overcoming Clearance, Re-Export and Tax Implications</td>
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<tr>
<td>12:30</td>
<td>Networking Lunch</td>
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<tr>
<td>1:45</td>
<td>ISRAEL: Complying with Encryption Registration and Distribution Requirements to Prevent Strict Penalties and License Revocation</td>
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<tr>
<td>2:45</td>
<td>Networking Break</td>
</tr>
<tr>
<td>3:00</td>
<td>MEXICO: Managing the Practical Impact of New Export Controls on your Encryption Compliance Strategy</td>
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<tr>
<td>4:00</td>
<td>Lessons Learned forUpdating Your Global Encryption Compliance Program</td>
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<td></td>
<td><em>Email questions to <a href="mailto:crypto@americanconference.com">crypto@americanconference.com</a></em></td>
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<tr>
<td>5:00</td>
<td>End of Summit</td>
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When and How to Obtain an ERN, Apply License Exception ENC, and Self-Classify: A Practical Guide to What Every Export Controls Professional Needs to Know

Steve Bird  
Export Compliance Manager  
Cisco Systems, Inc. (San Jose, CA)

Karla Haynes  
Export/Import Compliance Attorney  
Chevron Corporation (San Ramon, CA)

Export compliance professionals in the high tech, oil & gas, finance, defense and health care industries face daunting compliance challenges impacting the export of encryption-controlled items. Benefit from strategic, proven-effective licensing and compliance strategies at this highly in-depth, practical working group. Understand when to self-classify v. seek a government review, utilize exception ENC to expedite exports, and know when and how to obtain an ERN from a manufacturer.

Topics include:
- What is an ERN and how do you obtain one
- What is SNAP-R and how do you use it
- How to determine if an item is 740.17 (b)(2), (b)(3), or (b)(1) under the new product descriptions
- When to update your company registration and whether to rely on a manufacturer’s self-classification and registration
- How do you self-classify an item or determine if an item is subject to controls under 740.17
- When is self-classification permitted and what product information is sufficient
- Review of items with weak encryption and authentication
- When and how to prepare a Supplement No. 8 report

Employee Travel with Encryption Controlled-Items: Preventing Unauthorized Access and Setting up Internal Compliance Procedures for International Travel

Dr. Alexander Zubarev  
Information Security Director  
Hewlett-Packard (Moscow, Russia)

Darie Achstein-Conway  
Global Trade and Compliance Manager  
QLogic Corporation (Orange County, CA)

Melissa Duffy  
Attorney  
Hughes Hubbard & Reed LLP (Washington, DC)

Which export/import regulations do you need to comply with when you are traveling abroad with an encrypted Blackberry or laptop? What are some best practices for providing “clean machines”? What are some logistical challenges that multi-national companies face when conducting business around the world?

This interactive working group is designed to provide specific examples of what you should do when traveling with encryption items outside the U.S. Please bring your questions to this session, as ample time will be used to address common challenges faced by industry.

Topics will include:
- Complying with section 734.2 (b)(9), 740.17 (a)(2), and 740.9(a) (temporary exports)
- Determining what type of license is required for a foreign national
- Dealing with foreign import and re-export controls on encrypted items transported by employees
- What is the proper procedure for carrying a product or technical data out of the U.S.
- Working with HR and other affected departments to assess risks of unauthorized access
- Tracking employee transfers to a new location and succession planning: Ensuring EAR compliance when assigning employees to new projects and roles
- Protecting technical data on laptops for employee travel
- When emails should be encrypted
DAY 1 – Wednesday, April 18, 2012

8:00  Registration Opens

9:00  Opening Remarks by Conference Co-Chairs

Steve Bird
Export Compliance Manager
Cisco Systems (San Jose, CA)

Roszel C. Thomsen, III
Partner
Thomsen & Burke LLP (Baltimore, MD)
Co-Chair, Encryption Working Group,
Bureau of Industry and Security’s Information
Systems Technical Advisory Committee

9:15  How International Agreements Affect the Import and Export of Cryptography: Wassenaar Arrangement, Trans Pacific Partnership and the WTO

Michael F. Angelo
Senior Architect, Office of the CTO
NetIQ Corporation (Houston, TX)
Co-Chair, Encryption Working Group, Bureau of Industry
and Security’s Information Systems Technical Advisory Committee

Elizabeth Hafner
Director for Russia and Northern Eurasia
Office of the U.S. Trade Representative (Washington, DC)

Danielle Kriz
Director, Global Cybersecurity Policy
Information Technology Industry Council
(Washington, DC)

Join our panelists for an in-depth discussion on the transforming global landscape of encryption controls, and the key policies and agreements that are impacting your compliance strategies. Each panelist brings unique experience, having been personally involved in the process and negotiations that are helping to shape this new global encryption controls environment.

10:30  Networking Coffee Break

10:45  CHINA: Overcoming Import and Export Challenges Posed by Your Encryption-Related Items and Technology

Joseph Kim
Director, Global Trade Compliance
Xilinx (San Jose, CA)

Eric Carlson
Covington & Burling LLP (Beijing, China)

- Working with Chinese agencies to facilitate your imports
- Identifying when a CCATS is required
  - MOFCOM

11:45  INDIA: Incorporating Emerging Encryption Compliance Risks and Business Development Opportunities into Your Global Export Program

Dr. Kamlesh Bajaj
Chief Executive Officer
Data Security Council of India (DSCI) (New Delhi, India)

Roszel C. Thomsen, III
Partner
Thomsen & Burke LLP (Baltimore, MD)

Joel M. Margolis
Director, Policy Advocacy
U.S.-India Business Council (Washington, DC)

- Working with the Department of Information Technology, Ministry of Communications and Information Technology to help facilitate entry of your encrypted products into India
- Restrictions on key length and strength of encryption
- Status of regulations on importing encrypted hardware and security implications of encryption-related items coming in country
- Implementation of requirements on telecom companies to provide source code
- Review of key policy developments affecting your compliance status

12:45  Networking Luncheon for Attendees and Speakers

2:00  HONG KONG & MALAYSIA: Minimizing Transshipment and Re-Exports Challenges

Darie Achstein-Conway
Global Trade and Compliance Manager
QLogic Corporation (Orange County, CA)

- Complying with permit requirements and use of permit exceptions
- Impact of the Strategic Trade Act (STA) Regulations of 2010
- Addressing re-export concerns when sending products into China through Hong Kong
- Obtaining permits in Malaysia, including: single use, multiple use, bulk or special
- Applying applicable exceptions to permit requirements in Malaysia
- Preventing severe penalties for export violations, including steep fines and imprisonment
- Operating within the new vetting process for moving encrypted goods
With more than 500 conferences in the United States, Europe, Asia Pacific, and Latin America, American Conference Institute (ACI) provides a diverse portfolio devoted to providing business intelligence to senior decision makers who need to respond to challenges spanning various industries in the US and around the world.

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Wendy Tyler
Head of Sales, American Conference Institute
Tel: 212-352-3220 x5242 | Fax: 212-220-4281
w.tyler@AmericanConference.com
**NETHERLANDS & IRELAND as Key Software and Hardware Distribution Centers: Overcoming Clearance, Re-Export and Tax Implications**

*Anita C. Esslinger*
Partner
Bryan Cave LLP (London, England)

*Daniel Minutillo*
Partner
DCM, A Professional Law Corporation (San Francisco, CA)

- Understanding where the exporter is established and knowing which export control authority is the regulator
- Comparing EU/UK/Irish export encryption controls
- Comparison to CCL and the absence of 992 and EAR99 on the EU Dual-Use List
- Understanding what licenses are available in the UK and Ireland
- Working with Customs to declare and clear your goods in the Netherlands
- Working within the Irish export control system for exporting US-origin goods
- Key regulatory differences for EU distribution through Ireland vs. UK: Hardware v. software distribution

**11:30**

**12:30** Luncheon for Attendees and Speakers

**1:45** **ISRAEL: Complying with Encryption Registration and Distribution Requirements to Prevent Strict Penalties and License Revocation**

*Ramakrishna Dasari*
Product & Technology Classification Manager
Apple Inc. (Cupertino, CA)

*Eyal Roy Sage*
Partner
Amar Reiter Jeanne Sage Cohen & Co. (Tel Aviv, Israel)

- How to distribute, register and notify the Israeli Government of your encryption products coming into the country
- Working with Israel’s Ministry of Defense (MOD) to ensure compliance
- How Israel’s IT and cryptography industry fit into their national security framework
- Working with the Director-General to facilitate the granting of encryption licenses
- Obtaining special, restricted and general use licenses, and defining “free means”
- How to prepare a successful license application, and license renewals

**2:45** Refreshment Break

**3:00** **MEXICO: Managing the Practical Impact of New Export Controls on your Encryption Compliance Strategy**

*Martin Hagerman*
Partner
Hagerman Abogados (Mexico City, Mexico)

*Nora Ochoa*
Latin America Regional Trade Compliance Manager
Weatherford (Mexico City, Mexico)

- Review of the new Mexican export control regulations and when they go into effect
- Scope of controlled products, and restriction on setting up a new entity in Mexico
- When and how to file an end-user statement
- When to file a license per sales order or a blanket license
- Determining which exemptions are available for your encryption items
- When would you be subject to the regulations as a multinational corporation, and what triggers compliance requirements

**4:00** **A Round-Up of Encryption Controls Compliance Best Practices: Lessons Learned for Updating Your Global Encryption Compliance Program**

Led by:

*Steve Bird*
Export Compliance Manager
Cisco Systems (San Jose, CA)

*Linda Gamaunt*
Senior Export Analyst
Ingram Micro Inc. (Santa Ana, CA)

At this unique panel, you will hear directly from industry experts on their experiences and challenges to implementing and monitoring a global encryption compliance program. Learn key lessons on how to blend conflicting U.S. and foreign requirements, and prepare for increased global encryption regulation and enforcement. This interactive discussion will have ample time for Q & A so please submit questions before the Summit!

Email questions to crypto@americanconference.com.

**5:00** End of Summit

"The speakers are great!"  – Huawei Symantec

"Did a good job at obtaining local speakers"  – Google

"Very informative forum and excellent networking."  – Exxon Mobil

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REGISTRATION FORM

ATTENTION MAILROOM: If undeliverable to addressee, please forward to: VP/Director/Manager, Export Compliance; International Trade Counsel

CONFERENCE CODE: 883L12-SNF

† YES! Please register the following delegate for Global Encryption Controls

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