



Selling to NATO & The European Defense Community



Small Business Forum • Thursday, May 19, 2011 • 12:00 pm-5:00 pm CST

U.S. Space & Rocket Center Education Training Facility
One Tranquility Base, Huntsville 35805

Fee: \$100 Payable on the [Export.gov registration link by credit card](#) (Lunch included)
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Encompassing twenty-six countries, the North Atlantic Treaty Organization (NATO) is a vast alliance stretching from Canada to Turkey with missions in the Balkans, Darfur, Afghanistan and Libya. NATO procurement offers great potential trade opportunities for U.S. companies in sectors ranging from security and defense to maintenance and repair services. However, the alliance's procurement regime can be daunting.

The U.S. Commercial Service in coordination with NAITA and the Export Alabama Alliance is pleased to present this half day forum to assist small and medium sized companies on the process and procedures of selling to NATO and the European defense community, including ministries of defense and European prime suppliers. We will discuss the EU acquisition reform, EU Offsets policy, Declarations of Eligibility, Security Clearances, and the different NATO procurement channels including BOA, NC3A, NAMSA, NACMA. Please consider joining us for this unique opportunity to learn about selling to NATO and the European defense community.

Speakers Include:

- **Isabelle Maelcamp** – Commercial Specialist, U.S. Mission to the European Union – Brussels, Belgium
- **Wayne Fujito** – President –International Division, Decisive Analytics Corporation & Chairman NATO Industrial Advisory Group – Arlington, Virginia
- **Ira Bel** – Senior Commercial Specialist, U.S. Commercial Service – U.S. Embassy Brussels, Belgium
- U.S. Department of Commerce-Bureau of Industry and Security
Washington, D.C.





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12:00 pm – 12:30 noon – Lunch & Networking

12:30 pm Anne Burkett Welcome

12:35 pm Robert Stackpole.....Introduction

12:45 pm Mr. Ira Bel.....NATO Opportunities
NATO Procurement Policy
NATO Contacts
Tender Participation
Security Clearances
US Government Assistance and Advocacy

2:00 pm Speaker from BIS.....Declarations of Eligibility
US DOC- BIS- Requirements for Eligibility
Criteria before issuing declarations

2:30 pm Break

2:45 pm Ms. Isabelle Maelcamp.....EU Defense Market
New Purchasing Directive for EU Member States: EU acquisition reform
New EU Policy on Offsets in defense Contracts
European Defense Agency market activities
Procurement Opportunities with European MODs and primers

4:00 pm Mr. Wayne T. Fujito..... NATO Industrial Advisory Group
NATO's Armament Group International Collaboration
Perspectives on dealing with NATO

4:45 pm Panel Questions & Answers

5:00 pm Robert Stackpole Adjourn

