## GICC 2018 AGENDA

### SUNDAY 15TH APRIL

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>8:00 – 9:00</td>
<td>Training Registration</td>
<td>Foyer Queen Mary</td>
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<tr>
<td>9:00 – 15:30</td>
<td><em>Offset Principles for Registered Industry Participants</em></td>
<td>Queen Mary 1-3</td>
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<tr>
<td>9:00 – 15:30</td>
<td><em>Knowledge Sharing Session for Registered Government Officials</em></td>
<td>Queen Mary 4-5</td>
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<tr>
<td>16:00 – 20:00</td>
<td>GICC 2018 Registration</td>
<td>Hotel’s Lobby</td>
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<tr>
<td>18:00 – 20:00</td>
<td><strong>Opening Reception</strong></td>
<td>Queen Mary &amp; Patio Andalou</td>
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### MONDAY 16TH APRIL

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>6:30 – 8:00</td>
<td>Breakfast</td>
<td>Queen Mary (Hotel's Restaurant)</td>
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<tr>
<td>8:00 – 12:00</td>
<td>GICC 2018 Registration</td>
<td>Foyer Normandie</td>
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<tr>
<td>8:00 – 8:15</td>
<td>*Opening Remarks</td>
<td>Normandie</td>
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<tr>
<td></td>
<td>Cary Viktor; Chairman; GOCA</td>
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<td></td>
<td>Dov Hyman; Director of Conferences; GOCA</td>
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<tr>
<td>8:15 – 8:45</td>
<td>European Geo-Political Overview</td>
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<td></td>
<td>Sir Michael Arthur; President for Europe; Boeing</td>
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<tr>
<td>8:45 – 9:15</td>
<td>Indian Offset Policy Guidelines</td>
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<td></td>
<td>Commander PK Bhattacharya; Officer on Special Duty; Ministry of Defense; DOMW; India</td>
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<td>9:15 – 9:45</td>
<td>European Offset in the Context of Brexit</td>
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<td>Guy Anderson; Senior Principal Analyst – A&amp;D; IHS Janes</td>
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<td>9:45 – 10:30</td>
<td>Australia – A Multi-Faceted Approach to Expanding A&amp;D Capabilities and Exports</td>
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<td>Michael Garrety; Counsellor Defence Materiel; Department of Defence, Capability Acquisition and Sustainment Group; Australia</td>
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<td>David Peckham; Industry Engagement Manager – Australia, France/Europe; Thales Global Services</td>
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<td>10:30 – 11:00</td>
<td>Networking Break</td>
<td>Foyer Normandie</td>
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<td>11:00 – 11:25</td>
<td>Catching the Train</td>
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<td>Igal Gurevich; Head of Industrial Cooperation Division; Industrial Cooperation Authority (ICA); Israel</td>
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11:25 – 12:25  
*Saudi Vision 2030 - Challenges & Opportunities*
Walid A. Abukhaled; Chief Executive, Middle East; Northrop Grumman Corporation
Tariq Farwana; Managing Director; StrateSphere

12:25 – 12:50  
*The AI Revolution: Toward a New Kind of Thinking*
William Regli; Professor and Director; Institute for Systems Research; University of Maryland at College Park

12:50 – 13:50  
Lunch  
Foyer Normandie and Queen Mary

13:50 – 14:35  
*Innovation Panel: Beyond Supply Chain Solutions*
Moderator: Jennifer Potts; Director Industrial Participation and Offsets; Bell
Panelists: Sherry Barone; At the Table Productions
Tariq Farwana; Managing Director; StrateSphere
William Regli; Professor and Director; Institute for Systems Research; University of Maryland at College Park

14:35 – 15:00  
*FMS and How Washington Works*
Phil Fickes; Global Military Business Development Manager; Bell Textron

15:00 – 15:25  
*Dassault Systèmes’ Digital Economy: A Proven Asset for Offset*
Nestor Bélicard; WW Offset and International Cooperation Director; Dassault Systèmes SE

15:25 – 15:50  
*Digital Factory for Your Digital Transformation*
Olivier Flous; Vice President; Thales Digital Factory

15:50 – 16:20  
Networking Break  
Foyer Normandie

16:20 – 16:40  
*Swiss Offset-Policy by 2018 and Follow-up on Swiss Offsets*
Per Magnus Larsson; Attorney-at-Law; armasuisse; Switzerland

16:40 – 17:00  
*Croatia: Guidelines for Offset*
Mirna Maravić; Head of Department; Ministry of Economy, Entrepreneurship and Crafts; Croatia

17:00 – 17:25  
*Pursuing Excellence in Offsets*
Chantal Dagnaud; Chairman; European Club for Countertrade and Offset

17:25  
Closing Remarks

17:25  
Monday Evening on Own
TUESDAY 17TH APRIL

6:30 – 8:00  Breakfast  
Le Collectionneur (Hotel's Restaurant)

8:00 – 8:10  *Opening Remarks  
Normandie

8:10 – 9:00  
*European Consolidation in the Emerging Global A&D Market*
Moderator: 
Michael Formosa; Managing Partner; Renaissance Strategic Advisors
Panelists: 
George Lawrence; Senior Associate; Renaissance Strategic Advisors
Captain RN (Rtd.) Paul Collins; Senior Advisor; Renaissance Strategic Advisors

9:00 – 10:00  
Dr. Aris Georgopoulos; Head of Defence and Strategic Procurement Research Unit; School of Law; University of Nottingham
Dr. Enrique Navarro; Business Development Director and Partner; Rodriser

10:00 – 10:30  Networking Break  
Foyer Normandie

10:30 – 11:00  *Civil Offset Program Developments*
Moderator: 
Edrei Du Toit; Offset Manager; Cisco
Panelists: 
Julie Goodman; CEO; Goodman Global Consulting, LLC
Hasnul Afian Harun; Head of Procurement Department; Mass Rapid Transit Corporation Sdn Bhd

11:00 – 11:45  *Industrial Participation from a Nordic Perspective*
Moderator: 
Eva Söderström; Vice President; Head of Industrial Cooperation; Saab AB
Panelists: 
Niklas Alm; Swedish Defence Industry Association
Tuija Karanko; Association of Finnish Defence & Aerospace Industries
Frank Bill; FAD

11:45 – 12:10  *GICC 2018: KSS and Malaysia Updates*
Dato' Zailani Safari; Chief Executive Officer; Technology Depository Agency Berhad; Malaysia

12:10 – 13:10  Lunch  
Foyer Normandie and Queen Mary

13:10 – 13:35  *The Omani Partnership for Development Programme Update*
Dr. Dhafir Al-Shanfari; CEO; Omani Authority for Partnership for Development (OAPFD); Oman
13:35 – 14:25
Legal Panel: How to Conduct Effective Due Diligence in Transactions with Offset Partners/Suppliers
Moderator:
Brenda Swick; Partner; Dickinson Wright LLP
Panelists:
Howard Weissman; Of Counsel; Baker & McKenzie LLP
Ralph Gonzalez; Senior Corporate Counsel, International; Raytheon Company
Neill Cooke; Ethics and ABC Compliance Counsel; Rolls-Royce plc
Nicola Frances; BAE Systems
Luis Soler; Director Due Diligence & Investigations; Saab AB

14:25 – 14:55
Networking Break

14:55 – 15:20
An Update on the Continuing Growth of Turkey’s Industrial Partnership Activities
Bilal Aktaş; Head of Department, Industrialization; Undersecretariat for Defence Industries (SSM); Turkey

15:20 – 15:50
Make in India and Offsets: Realizing India’s Defense Industrial Base Ambitions
Moderator:
Rahul Madhavan; Vice President, International Development & Strategy; AECOM
Panelists:
Uzi Melamed; Corporate Offset & Industrial Cooperation Director; Rafael
Andrew Rizley; Senior Manager, Offset/Industrial Participation; BAE Systems

15:50 – 16:15
Saab’s Industrial Cooperation Experiences
Anders Edlund; Director, Industrial Cooperation; Saab AB

16:15 – 16:25
Closing Remarks and Information on Conference Reception and Dinner

18:30
Buses Depart L’Hotel du Collectionneur for Conference Reception and Dinner
(Gather in the Hotel’s Lobby)

19:00 – 22:00
***Conference Reception & Dinner at Pavillon Royal
(Pavillon Royal is located at Carrefour du bout des lacs / Croisement route de Suresnes et route de la Muette 75016 Paris.)

22:00
Buses Depart Pavillon Royal for L’Hotel du Collectionneur

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WEDNESDAY 18TH APRIL

12:00
Individual Networking and Check-out from Hotel

For Attendees Registered for Training on Wednesday 18th April
8:30 – 9:00
Industry & Government Training Registration
(Foyer Normandie)

9:00 – 15:00
*Demystifying the Valuation of Technology for Offsets Training
(Normandie)

* For registered conference attendees and registered spouses/guests.
* Dress code is business casual.
** Dress code is business attire.

Speaker presentations: Presentations will be posted on the GOCA website (www.globaloffset.org) on Saturday 21st April. The password to access the presentations on the GOCA website is: ArcDeTriomphe