



# Defense Industry Dialogue

Itamaraty Palace | Brasília, Brazil

September 30, 2016

## Thursday, September 29

1730 – 1830 **U.S. Government Briefing with U.S. Industry Delegation (TBC)**

1900 **Networking Reception**

Hosted by Ambassador Ayalde, Sponsored by U.S. Industry  
Venue TBC

## Friday, September 30

0800 – 0830 **Registration**

0830 – 0930 **Welcome Remarks**

**Raul Jungmann**, Minister of Defense of Brazil  
**Liliana Ayalde**, U.S. Ambassador to Brazil  
**Ken Hyatt**, Deputy Under-Secretary for International Trade, U.S. Dept. of Commerce  
**TBD**, Ministry of Defense

0930 – 1030 **Long-term Vision and Strategic Priorities**

**Topic:** American and Brazilian officials and military leaders present their strategic priorities including medium-term threats, related requirements and potential programs.

**Speakers:** Brazilian Ministry of Defense; U.S. Department of Defense

1030 – 1045 **Coffee Break**

1045 – 1200 **Panel Discussion: Best Practices- Commercial Partnership & Co-Development**

**Topic:** U.S. companies engage Brazilian counterparts in discussion about effective partnership strategies, co-development opportunities, best practices and lessons learned related to several critical fields: R&D, Business Management, Supply Chain Certification, Export Control Compliance, and Financing.

**Speakers:** Brazilian and U.S. company representatives; Brazilian Ministry of Defense; U.S. Department of Defense

1200 – 1300 **Concurrent Roundtables: Capitalizing on Market Opportunities**

**Sala A: Integrating Brazilian and Foreign firms into U.S. defense supply chain**

U.S. officials discuss potential demand requirements and strategies for Brazilian firms to integrate into U.S. acquisition programs and supply chain operations. U.S. officials present the Foreign Comparative Test (FCT), a U.S. military

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program to test and certify equipment from foreign manufacturers to fulfill U.S. military acquisition regulations.

**Speaker:** Representatives of the U.S. Department of Defense

**Sala B:** Partnership opportunities for strategic defense modernization programs

Discussion of strategic modernization programs such as SisGAAz, SISFRON and SISNACC, and how U.S. industry and government can contribute to the success of these programs, including the role of partnering with Strategic Defense Companies (EEDs) and facilitating technological gains.

**Speaker:** Representative of the Brazilian Ministry of Defense

**1300 – 1400 Informal Networking Lunch**

**1400 – 1500 Mutual Recognition of Mil Spec Certification**

**Topic:** Brazilian and U.S. officials present their country's respective process for certifying the manufacture of defense articles, and explore the feasibility of working towards mutual recognition of accrediting bodies and practices in both countries.

**Speakers:** Brazilian Ministry of Defense, U.S. Department of Defense, U.S. and Brazilian company representatives

**1500 – 1600 Export Controls and Compliance**

**Topic:** U.S. and Brazilian officials present on characteristics of their respective export control systems, including recent reforms and how these benefit key trading partners. Discussion would cover ITAR, Commerce Control List (CCL), and CCL 600 series (military supply chain items); in addition to the Brazilian National Export Policy for Military Equipment (PNEMEM).

**Speakers:** U.S. Bureau of Industry and Security (BIS); U.S. Directorate of Defense Trade Controls (DDTC); Brazilian Ministry of Defense; Brazilian and U.S. company representatives

**1600 – 1620 Closing Remarks**

Brazilian Ministry of Defense

U.S. Government representative