

Directorate of Defense Trade Controls BIS Update 2016

Tony Dearth, Office of Licensing Ed Peartree, Office of Policy Arthur Shulman, Office of Compliance Karen Wrege, Chief Information Officer



Overview



- Mission Statement
- Delegation of Authority
- Organizational Overview
- Licensing Presentation
- Policy Presentation
- Compliance Presentation
- IT Modernization Presentation
- Contact Information
- Q & A



Mission Statement



Ensure commercial exports of defense articles and defense services are consistent with U.S. national security and foreign policy objectives.



Delegation of Authority



- Arms Export Control Act (AECA)
 - President of the United States (AECA Section 38)
 - Secretary of State (Executive Order 13637)
- International Traffic in Arms Regulations
 - Under Secretary for Arms Control and International Security
 - Assistant Secretary for Political Military Affairs
 - Deputy Assistant Secretary for Defense Trade Controls



Department of State



Under Secretary for Arms Controls & International Security (T)

Tom Countryman (A)

Assistant Secretary for International Security and Non Proliferation (ISN)

Tom Countryman

Assistant Secretary for Political-Military Affairs (PM)

Amb Tina Kaidanow (A)

Assistant Secretary for Arms Control Verification and Compliance (AVC)

Frank Rose

Deputy Assistant Secretary for Regional Security and Security Assistance

Bill Monahan

Deputy Assistant Secretary for Defense Trade Controls

Brian Nilsson

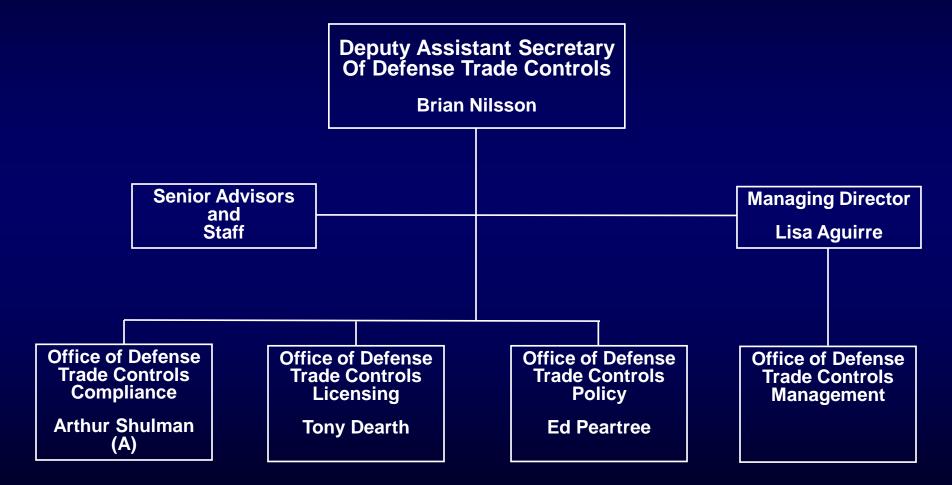
Deputy Assistant Secretary for Plans, Programs, and Operations

Maj Gen Mike Rothstein



DDTC Organization







Office of Licensing



Core Responsibilities

- Respond to licensing requests from industry
- Confirm answers to the following questions on every export request – Who, What, When, Where, Why, and How
- Determine if the export is consistent with U.S. foreign policy and national security objectives (seek referrals)
- Make a final determination (approve, limit, deny, or RWA)



Office of Defense Trade Controls Licensing (PM/DTCL)





Tony Dearth

Deputy Director
Terry Davis

Plans, Personnel, Programs, & Procedures

Alisa Forby

Division 3

Space, Missile, and Sensor Systems IV, V, XII, XV

Catherine Hamilton

Division 4

Electronic and Training Systems IX, XI, XIII, XVI-XVIII, XXI

Angela Brown

Division 5

Sea, Land, and Air Systems II, VI, VII, VIII, XIX, XX

Bob Warren

Division 6

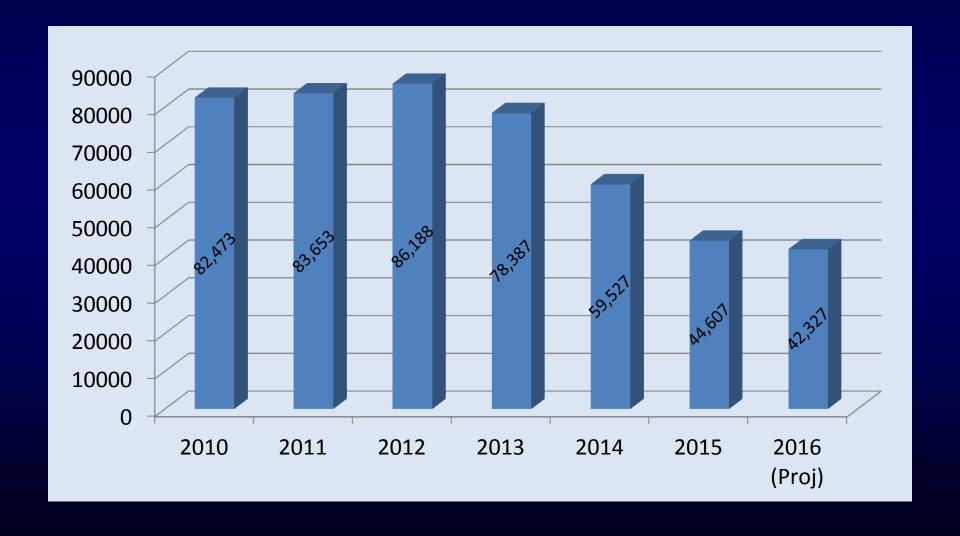
Light Weapons and PPE Systems
I, III, X, XIV

Chuck Schwingler



Licenses Submitted to DDTC by Calendar Year

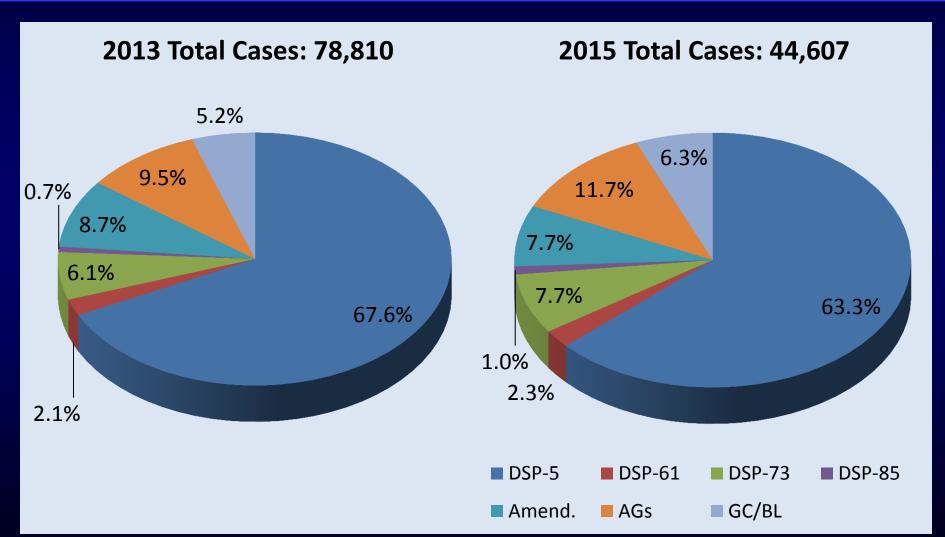






Cases Received

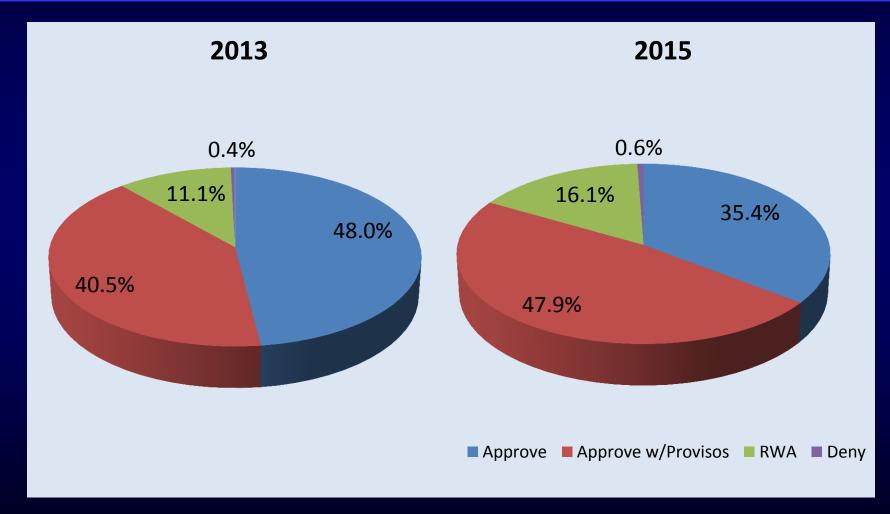






Licensing Decisions

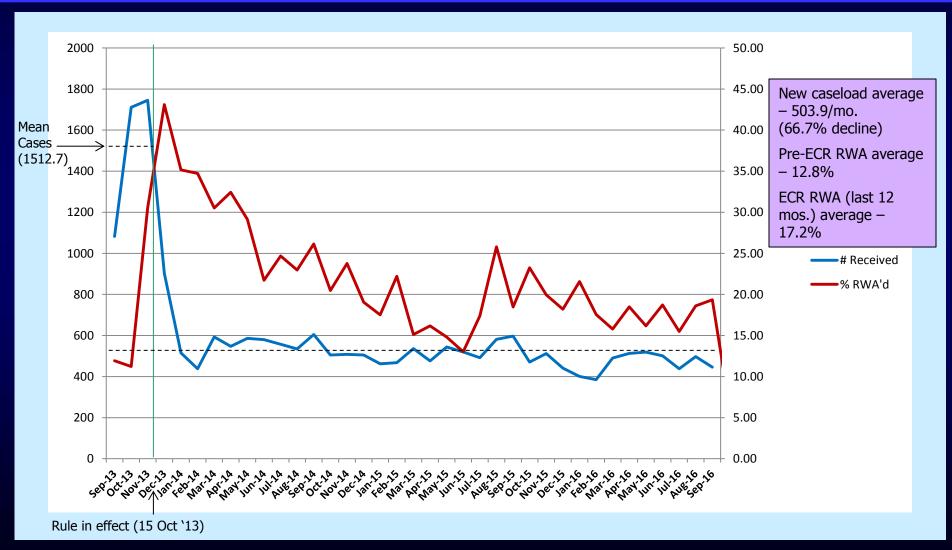






Cat VIII & XIX Trends

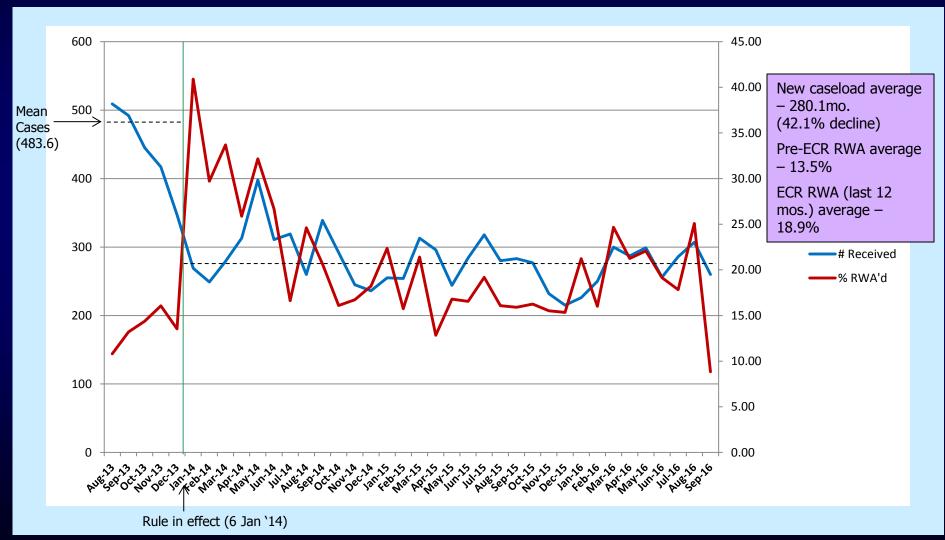






Cat VI, VII, XIII, XX Trends

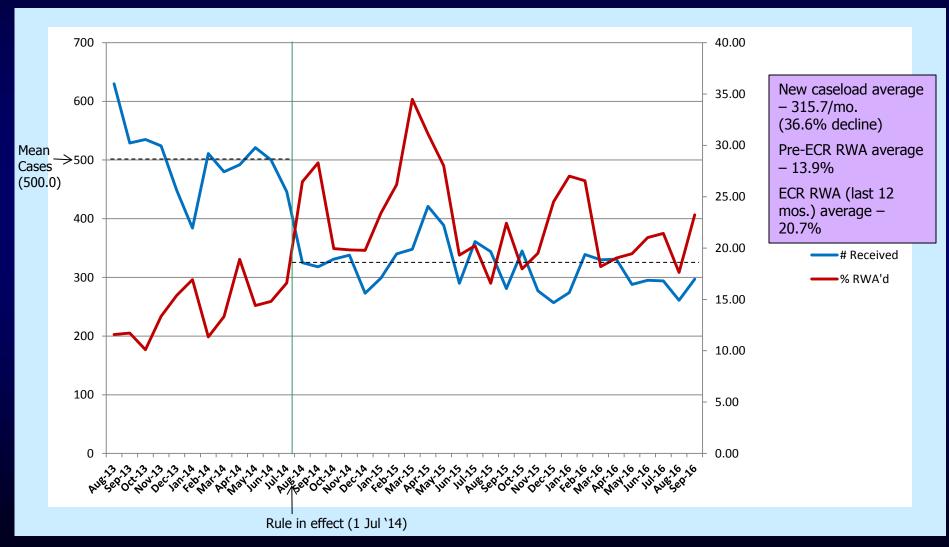






Cat IV, V, IX, X, XVI Trends

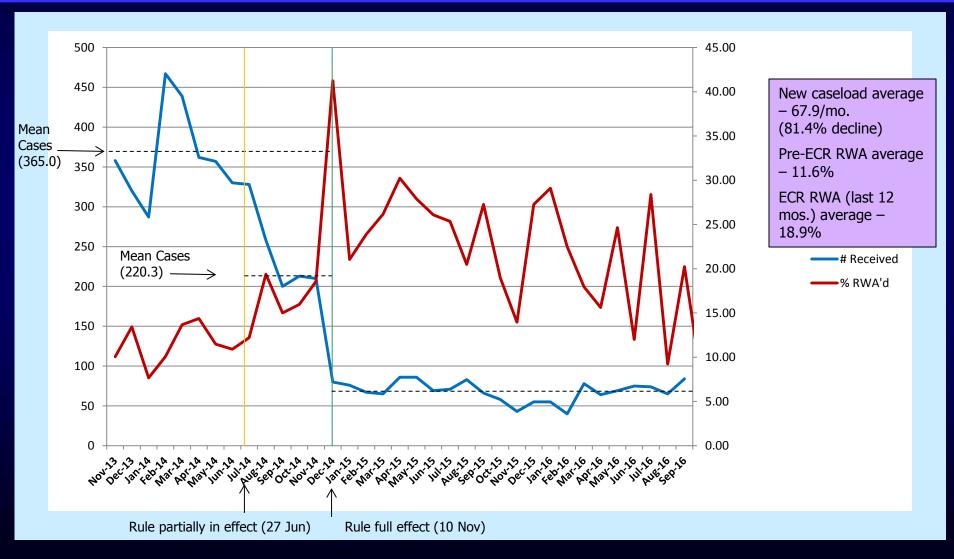






Cat XV Trends

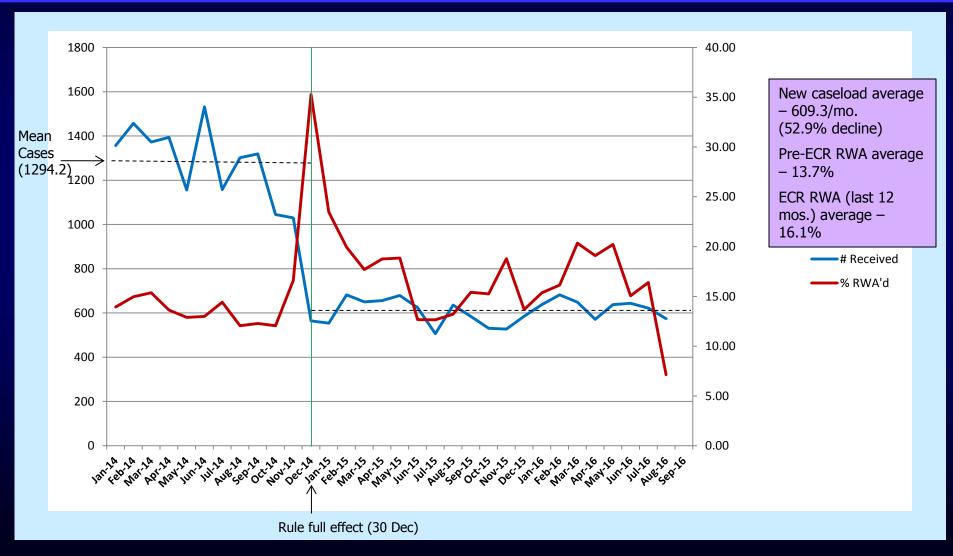






Cat XI Trends







Overall ECR Statistics



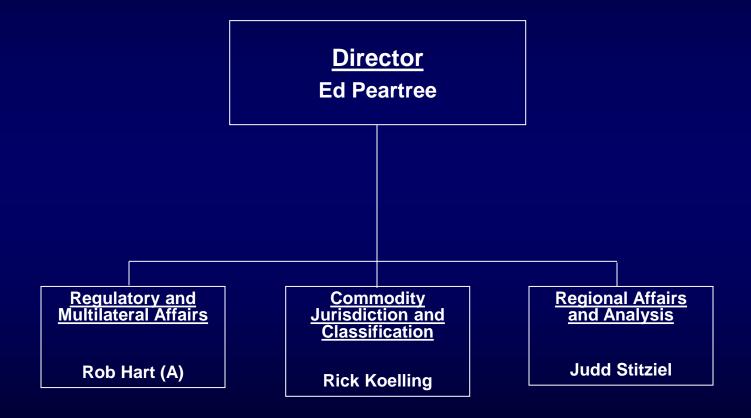
Average Annual Stats

YEAR !	<u>CASES</u>	AVG AGE	AVG RWA
2012	86,188	18.6	10.6%
2013	78,387	19.2	11.3%
2014	59,527	21.9	14.5%
2015	44,523	26.58	16.0%
2016 (Proj)	41,604	27.78	16.2%



Office of Defense Trade Controls Policy (PM/DTCP)







Office of Policy



Core Responsibilities

- Maintain and update the ITAR (including ECR implementation for Department of State)
- Respond to requests from industry and USG for Commodity Jurisdiction determinations and classification
- End-use monitoring of exports, research and risk analysis support to licensing
- Develop and implement policy and guidance for exporters, USG, and foreign allies



ECR Rules: Where are we?



USML:

- 18 of 21 USML Categories Revised
 - Category XII published; Categories VIII and XIX "2.0" forthcoming; final revisions to Category XV
 - -Categories I, II, III: still outstanding
- USML Re-review:
 - Notice of Inquiry Process
 - Categories VI, VII, XIII, XX public comments received



ECR Rules: Where are we?



- Definitions: Updating and harmonizing (with EAR)
 - Proposed "definitions rule" published July 2016
 - HEAVY public comment
 - Partial final rule published September 2016
 - Goal: complete rule in early 2017
- Destination control statement
 - Harmonized with EAR
- 126.1 Revisions/updates



ECR: What's Next?



- New CJ Form 4076 "go live" (mid November)
- Case Management System/"One Form" (early 2017)
- Complete 126.4 (80 FR 29565)
- Publish revised Cats VI, VII, XIII, & XX
- Program licensing
- Complete U.S. persons abroad rule (80 FR 30001)
- Overhauling exemptions/structure



Other Policy Notes

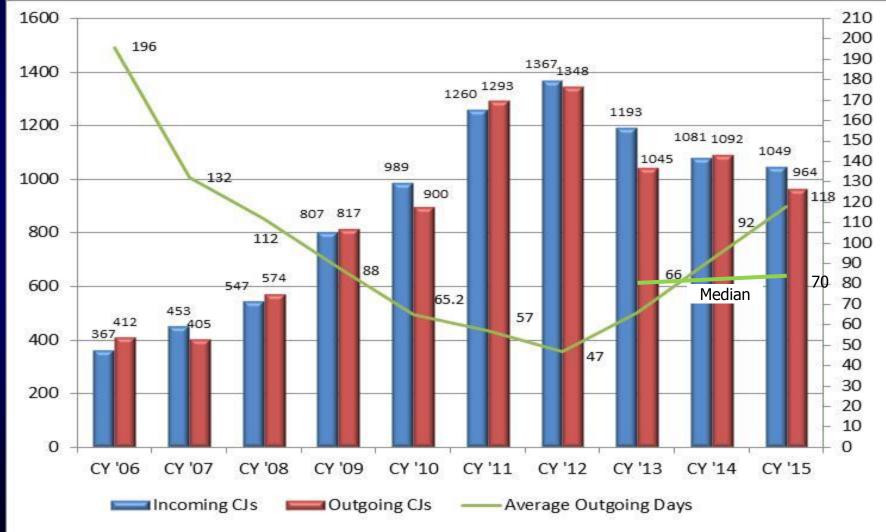


- New process for advisory opinions
 - Increased volume/decreased processing times
 - Nexus with FAQs, regulatory process
- CJs: slight decline in cases overall, huge reduction in escalated cases
 - ECR going "mainstream," improved interagency review process
 - Nexus with regulatory process
- Blue Lantern outreach/training
- Working with partner countries and international organizations on regulatory questions/harmonization
- Work to harmonize the DCS and FMS processes



CY 06 – 15 Commodity Jurisdiction Determinations

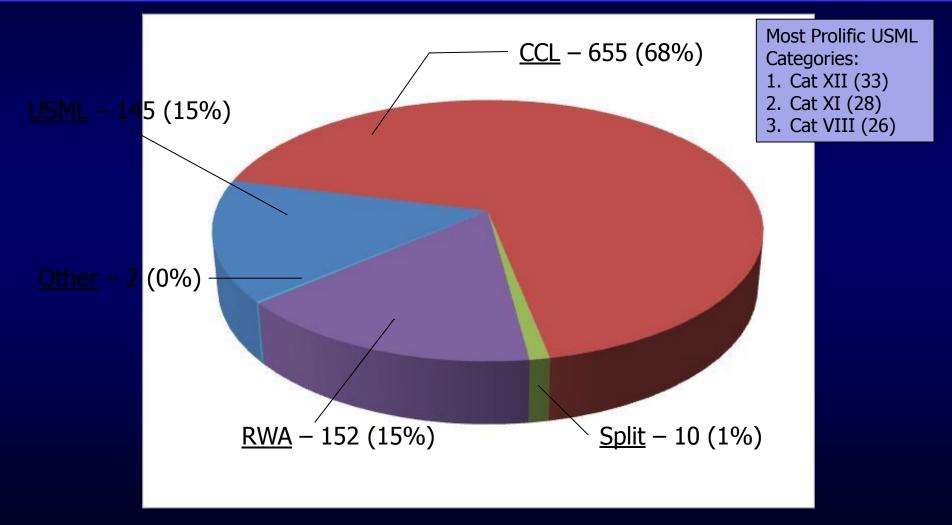






CJ Decisions CY 2015







Concluding Thoughts



- ECR doesn't end: dynamic regulatory process "now business as usual"
 - Pace/absorption rate: can the regulated keep up?
- Continued harmonization of USG export controls infrastructure, regulations, policy (and culture)
- Partnership with public
 - Feedback/comment from industry, academia, foreign partners is essential
 - GCs, CJs, public comments



Office of Compliance



Core Responsibilities

- Process registrations for arms manufacturers, exporters, brokers
- Ensure ITAR compliance through various means, including company visits/outreach, voluntary and directed disclosures, criminal referrals, and administrative/civil actions when warranted
- Coordinate with law enforcement



Enforcement & Compliance Responsibilities



- U.S. government exercises broad authority for civil and criminal enforcement
 - ➤ Civil enforcement cases
 - Adjudicated by the Department of State, Office of Defense Trade Controls Compliance (DTCC)
 - > Criminal enforcement cases
 - Investigated by the Department of Homeland Security, Homeland Security
 Investigations (HSI)
 - Prosecuted by the Department of Justice, U.S. Attorney's Offices
 - ➤ Counter-intelligence cases
 - Investigated by the Federal Bureau of Investigation (FBI)
 - Prosecuted by the U.S. Department of Justice, U.S. Attorney's Offices

U.S. and foreign individuals and corporations may be held liable for criminal and civil offenses under the AECA and its enumerated statutes



Civil Compliance & Enforcement



- Voluntary and directed disclosures
 - − Processed ~1,000 disclosures in FY 2016
 - Vast majority of disclosures are voluntary
- Civil enforcement actions: charging letters, consent agreements and monitoring, debarment
 - Monitoring 6 active consent agreements
 - Several potential consent agreements under consideration
 - Current consent agreements have not concluded at anticipated end-dates
- Statutory debarments and ineligibility, exceptions, reinstatements



Registration, MAD, etc. in FY2016

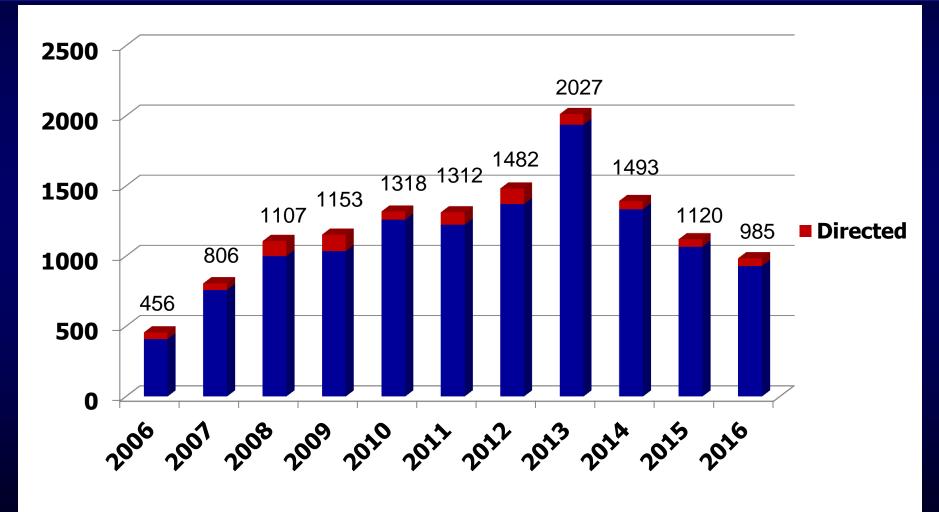


- Total Registrants: 12,824 (FY2015: 12,503)
 - Manufactures/Exporters: 11,657 (FY2015: 11,385)
 - Brokers: 1,167, 88% U.S. (FY2015: 1,118, 85 % U.S.)
- Mergers, Acquisitions, & Divestitures (MAD)
 - Reviewed 374 MADs (FY2015: 324)
 - Reviewed 88 Foreign MADs (FY2015: 82)
 - 45 transactions reviewed under CFIUS process (FY2015: 42)
- Committee on Foreign Investment in the U.S. (CFIUS)
 - About 35-40% of CFIUS cases involve ITAR equities
- Reporting retransfer violations to Congress (pursuant to AECA Section 3)



Disclosure Trends by FY







Assessing Disclosures



- Harm to U.S. foreign policy or national security
- Adherence to law, regulations, and DDTC's licensing and compliance policies
- Severity of violations
 - Minor/administrative versus pervasive/substantive
 - Procedural or judgmental
 - Isolated incident or repeated violation
 - Number of locations, programs, and business units affected



Assessing Disclosures



- Destinations (proscribed countries) and other persons involved
- Whether transaction would have been authorized
- Company's approach and commitment to compliance
 - Unclear or incomplete disclosure
 - Nature of investigation; root causes identified
 - Remedial measures implemented
 - Improved company compliance program



Assessing Disclosures



- Majority of disclosure cases closed without further action
- When warranted, most common DTCC actions include:
 - Request additional information
 - Review company compliance program
 - Recommend additional compliance measures
 - Recommend audit of compliance program
 - Recommend commodity jurisdiction (CJ) submission
 - Disclosure resolved under a consent agreement



Consent Agreements



- Agreements include a proposed charging letter (PCL), monetary penalty, and enforceable conditions, such as:
 - Appointment of a Special Compliance Official (SCO)
 - Review, audit, and reporting requirements
 - Compliance program improvements
 - Typically 3-4 years (substantial self-initiated measures often implemented before Agreement)
- Monitoring by DTCC
 - Review of audits and SCO reports
 - Company visits
- All PCLs and Consent Agreements are posted on DTCC website for public review



Consent Agreements



Active DTCC Consent Agreements (CA)								
Name	Term	Proposed Charges	Penalty Total (Mil)	Suspended Amount (Mil)	Debarment			
BAE	2011-2015*	2,591	\$79	\$10	Statutory (rescinded) & policy of denial			
Sikorsky/ Lockheed Martin**	2012-2016	N/A	N/A	N/A	N/A			
Esterline	2014-2017	282	\$20	\$10	None			
Turi/TDG	2016-2020	2	\$.2	\$.2	Non-debarment preclusion from ITAR activities			
Raytheon	2013-2017	125	\$8	\$4	None			
Aeroflex	2013-2015*	158	\$8	\$4	None			

^{*} CA has not yet concluded

^{**} UTC CA concluded; terms/requirements followed Sikorsky divestment to Lockheed Martin, remain in effect



Key Facets of A Compliance Program



- Company/organization commitment
- Management support of ITAR compliance
- Sufficient human, financial, and infrastructure resources
- Compliance policies, procedures, implementation
- Broad education and training for all; detailed education and training for some



Compliance -- A Corporate Ethos



- AECA/ITAR compliance is the underpinning of all defense trade activities
 - A competent compliance program is *essential* to maintain the Department's trust and obtain the export authorizations required to successfully conduct and grow business
 - Compliance shouldn't be relegated to the legal or global trade compliance organizations for sole responsibility – everyone is responsible for compliance!
 - Poor compliance will impede business development
 - Direct correlation between a solid compliance program and success in this industry



Tailored Program



- Best compliance programs are tailored to the company and its business
- Don't need to be complicated they need to work
- For general guidelines, see:
 http://www.pmddtc.state.gov/compliance/documents/c
 ompliance_programs.pdf





DDTC IT MODERNIZATION Industry Briefing

Directorate of Defense Trade Controls

Karen Wrege, Chief Information Officer November 2016



What is the objective?



- IT Modernization aims to improve industry users' experience by providing:
 - Single, simplified interface for all DDTC online services
 - Improved availability
 - Enhanced security
 - Streamlined DDTC business processes and automated workflow
 - Automation for data reuse



Where are we going?



DECCS instead of DTrade/EFS

- Defense Export Control and Compliance System (DECCS)
- Single, simple online interface
- Government cloud with improved availability

Improved Security:

- Logon/Password
- Digital Certificate
- Multiple layers of technology
- Secure online <u>Pay.gov</u>

Better User Experience (UX):

- Browser based web application
 vs form fill/file/submit
- Ability to copy submissions
- Required data fields indicated
- Dashboard to track work items
- Rich industry homepage
- Anonymous User Access

Streamlined Processes

Consolidate data collection
 down to 4 forms w/new numbers



What will change?



- Electronic Filing System (EFS)
- DTrade
- MARY
- ELLIE

ELISA will continue to be used for tracking CJs



What progress has been made?



✓ Defense Export Control and Compliance System (DECCS)

- Micropact entellitrak software acquired
- Agile development underway
- Sprints are progressing
- Batch processing test

✓ DDTC Processes Revamped:

- Commodity Jurisdiction
- Registration
- Fees
- Material Changes
- General Correspondence

✓ OMB Approvals:

- Registration (DS-2032)
- Commodity Jurisdiction (DS-4076)
- Licensing (approval pending)

√ Forms Updated:

DS-7787 – Disclosures
Internal Comment Review

DS-7789 - Material Change
Internal Comment Review

DS-7788 - Licensing
Internal Comment Review

DS-7786 - Advisory Opinions *Public Comment*



What's Next?

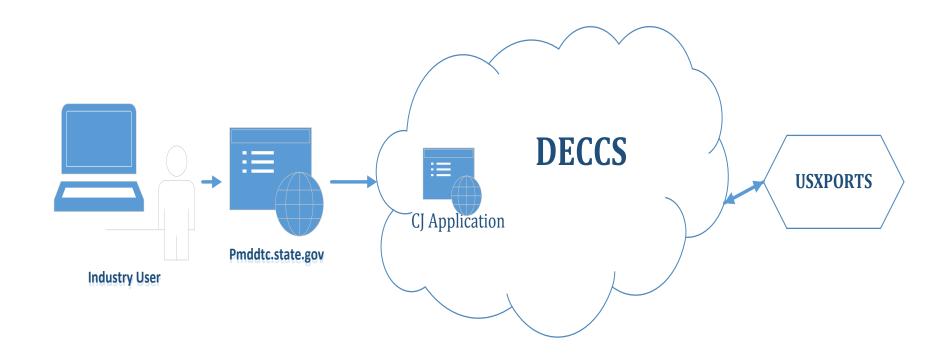


- New Commodity Jurisdiction (CJ) application November 2016
- Defense Export Control Compliance System (DECCS) Release #1
 - One Stop Shopping no more downloading a form, completing it offline and returning to EFS for submission
 - Web Based No more Adobe PDF forms
 - Digital Signature No more pen and ink signatures
- What will stay the same?
 - ELISA continue to track case status in ELISA (http://elisa.dtsa.mil/)
 - Determination Letter will remain a paper letter mailed to the filer.



<u>Defense Export Control and</u> <u>Compliance System</u>







CJ Timeline



- ✓ Industry testers invited to test new CJ process (9/29)
- ✓ Industry testing underway (10/3 10/7)
- ✓ Webinar for Industry (10/14 2pm EST)
- ✓ Web Notice announcing new CJ process (10/24)
- Last day to use EFS for CJ submissions (Wed 11/16 6pm EST)
- No CJ requests will be accepted (11/16 6pm 11/21 8am EST)
- Final setup CJ application in DECCS (11/18 11/20)
- New CJ Process GO LIVE DECCS R#1 (target 11/21 8am EST)

DDTC IT Contacts

Karen Wrege, CIO: <u>WregeKM@state.gov</u>

PM/DDTC Project Team: PM DDTCProjectTeam@state.gov (include underscore)

Website: pmddtc.state.gov

Published Date 8/29/2016

UNCLASSIFIED



What should you do?



□ Stay informed - check pmddtc.state.gov for updates
□ Participate in testing — Email contact info to PM_DDTCProjectTeam@state.gov
□ Submit comments - review proposed new data collections/forms
□ Email suggestions — tell us how you think we can improve the systems
□ Attend webinars — Oct 14 Webinar on New CJ Process (DECCS Release #1)



New CJ Process DECCS Release 1





Status Bar

highlights completeness of blocks

Electronic Form Version Number: 2.0

OMB APPROVAL NO. 1405-0163 EXPIRATION DATE: 3/31/2019 * ESTIMATED BURDEN: 4 HOURS

U.S. Department of State

DS-4076 Commodity Jurisdiction (CJ) Determination Form

(SEE INSTRUCTIONS PAGE)

* PAPER WORK REDUCTION ACT STATEMENT: Public reporting burden for this collection of information is estimated to average 4 hours per response, including time required for searching existing data sources, gathering the necessary data, providing the information required, and reviewing the final collection. Send comments on the accuracy of this estimate of the burden and recommendations for reducing it to: Department of State (PM/DDTC) Washington, D.C. 20037.

Classified Information must not be included, or referred to, in the form. For Issues that may pertain to classified information, contact the DDTC Response Team.

Form Blocks

- 1. Filer Information
- 2. CJ Determination Type
- 3. Commodity/Service Type
- 4. Commodity/Service Basic Information
- 5. Commodity/Service Detailed Description
- Special/Unique Characteristics and Capabilities
- 7. Commodity Origin
- 8. Product Development Stage
- 9. Funding History
- 10. Sales Information
- 11. Export/Classification Information
- 12. Reason for Submitting CJ Request
- 13. Publication
- Other
- 15. Applicant/Submitter's Certification

UNCLASSIFIED

Save & Submit



CJ – Instructions



Instructions are provided as guidance for the data collection

U.S. Department of State Directorate of Defense Trade Controls

DS-4076 COMMODITY JURISDICTION (CJ) DETERMINATION REQUEST FORM

GENERAL NOTES:

- A "ITAR" refers to the International Traffic in Arms Regulations (22 CFR parts 120-130).
- B "USML" refers to the United States Munitions List (§ 121.1 of the ITAR).
- C "EAR" refers to the Export Administration Regulations (15 CFR parts 730 through 774).
- D "CCL" refers to the Commerce Control List within the EAR.
- E "Jurisdiction" refers to the placement of a commodity (i.e., item, information, or service) under the control of a specific set of regulations (e.g., ITAR or EAR).
- F "Classification" refers to the specific placement of that commodity within its respective set of regulations (e.g., Category VIII(a)(1) of the ITAR, or Paragraph 9A610.x of the EAR).
- G Unless specified otherwise, all entries are required. Incomplete submissions may be Returned Without Action
- H Provide descriptions in all applicable text fields and attach additional information when requested.
- I Do not state "see attached" in any block, as this will cause a submission to be rejected.
- J Do not provide replies in all caps.
- K All relevant materials and supporting documentation must be filed with the DS-4076 form at time of submission.
- L Each Commodity Jurisdiction (CJ) determination request must be accompanied by a cover letter, on the filer's letterhead, providing an executive summary of the request for determination.
- M Classified information shall not be included in the CJ determination request.
- N A filer need not register with the Directorate of Defense Trade Controls IDDTC) at the time a CJ determination request is submitted. However, in the event a filer is registered with DDTC, that information must be entered on the form.
- O Commodities and/or services may be exported or temporarily imported concurrent with a commodity jurisdiction submission. However, the filer is strongly encouraged to treat the export as subject to the ITAR and to obtain any required licensing approvals prior to export. Doing so may avoid export violations should the item or service be determined to be subject to the ITAR.
- P For assistance in completing this form, contact the DDTC Response Team at 202-663-1282 or by email at DDTCResponseTeam@state.gov.





http://pmddtc.azurewebsites.us/cj





Supporting Slides



CJ – Home Page









Home New Open Prev	Next Save Delete Submit
1 2 3 4 5 6 7	9 10 11 12 13 14 15
Block 1. Filer Information	
Registration Code:	■ Not registered with PM/DDTC
Filer Type:	
■ Manufacturer ■ Exporter ■ Manufacturer's Representative ■ Other	U.S. Government Foreign Government
Ocmpany or Organization:	
"Doing Business As" Name:	
O Address:	
Address:	
© City:	3 Country:
State/Province:	Zip/Postal Code:
Please provide documentation authorizing you to file on the manufac 4. Additionally, this documentation must include the manufacturer's nan	
Point of Contact:	
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Point of Contact 1:	
Point of Contact:	
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CJ – Block 1 Complete



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ook 1. Filer Information 📀		
Registration Code:	Not registered with PN ■ Not registered with PN	MODTC
O Filer Type:		
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Manufacturer's Representative Other		
Ocompany or Organization:		
Test Manufacturer Company		
Doing Business As" Name:		
O Address:		
123 Sunny Place		
Address:		
City:	Country:	
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State/Province:	Zip/Postal Code:	
Florida	12345	
Please provide documentation authorizing you t Block 4. Additionally, this documentation must inc		
Point of Contact:		
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Point of Contact 1:		
Point of Contact:		
Jane Test		
	POC E-Mail:	
POC Telephone:		
POC Telephone: 2121231234	test@gmail.com	
	test@gmail.com	

















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look 4. Commodity/Service Basic Information 📀	
Commodity 1	
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Military/Intelligence Specification: test	
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Patent information:	
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Commodity/Service Website:	
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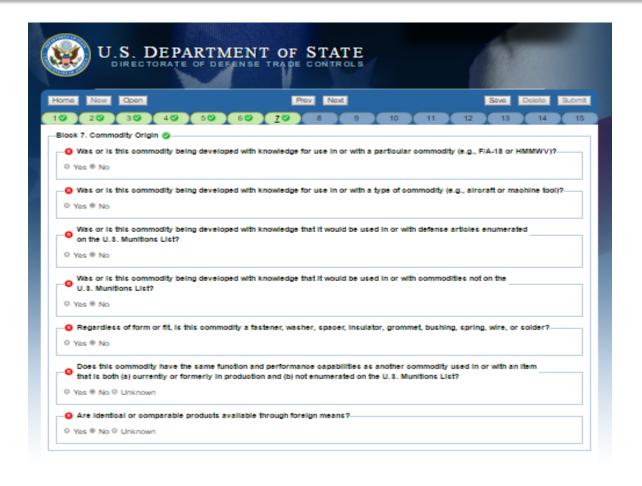


























CJ - Block 10







CJ Block 11









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Blook 12. Reason for Submittin	g CJ Request 🤣					
Explanation:						
Test						
Order of Review analysis:						
Test						
Suggested U.S. Munitions List	(USML) category and/or	subcategory: (if applical	ole)			
Suggested Export Administration	on Regulations, Export C	ontrol Classification Nu	mber (ECCN): (if appli	cable)		
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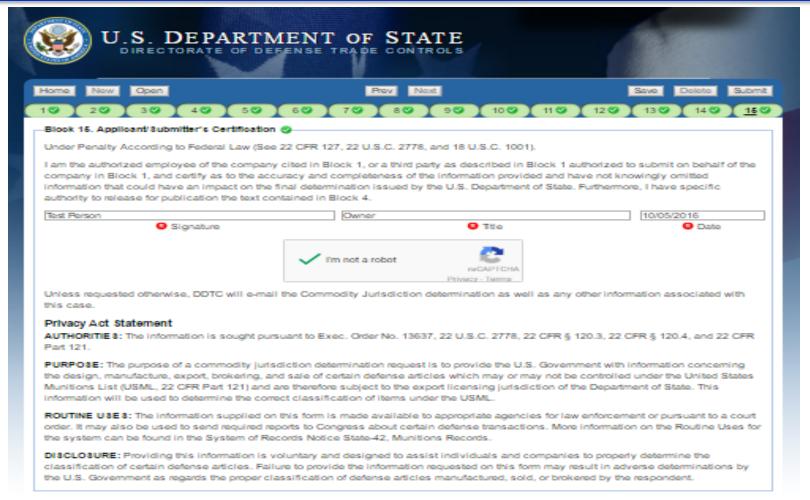


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CJ - Block 15

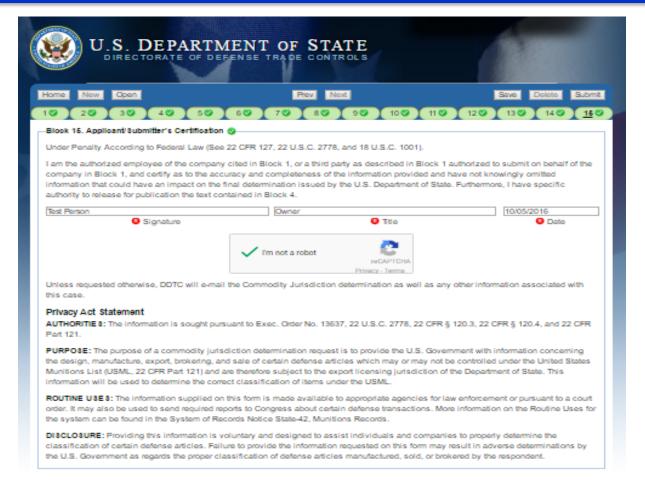






CJ - reCaptcha

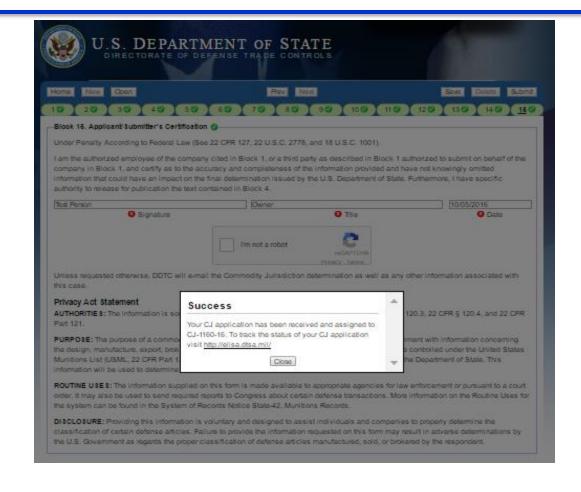






CJ – Submission Response







Contact Information



- DDTC's website: <u>www.pmddtc.state.gov</u> (lots of resources)
- Generic Questions: DDTC Response Team, 202-663-1282
 DDTCResponseTeam@state.gov
- DTC IT Issues: DDTC Help Desk, 202-663-2838
 dtradehelpdesk@state.gov
- Case status: http://elisa.dtsa.mil/



Q & A



Questions?