

ISSUE
AUGUST 2021

DEFENSE TRADE SOLUTIONS

newsletter

A DEFENSE TRADE SOLUTIONS RESOURCE



WE'RE HIRING!

CONSULTANTS

We're looking for up-and-coming Defense Export rock-stars to join our rapidly growing team of thinkers, innovators, fixers, and aficionados.

We approach work and play with curiosity and craftsmanship, using our expertise to solve problems that others find impossible. If this sounds like you, we want you on our team!



[APPLY HERE](#)

FROM THE BLOG

SUBJECT MATTER EXPERT

THE HUMAN RIGHTS OF DEFENSE EXPORTS

BREANNA BROCK
CONSULTANT

While to many, human rights are an additional barrier to facilitating defense exports and can be a nuisance, it is a necessary component of defense trade that is not going anywhere, and likely will become more prevalent in the future.

[READ](#)

WEEKLY TIP ROUND UP

1

The right #alignment will improve the efficiency of the team, decrease cost of compliance and ensure compliance at the speed of business!

2

Are you thinking about acquiring a company? Be sure to assess their #exportcompliance and #ITAR program to determine potential successor liability or risks that need to be mitigated prior to purchase. Better yet - assess the #exportability #releasability and #TSFD of their products to mitigate potential export pitfalls like restrictive provisos and denials on export licenses!

3

Say it with us now... #ExportCompliance and #DefenseTrade are professions and career paths! The days of Empowered Officials being secondary duties are over. Be sure you have experts filling these roles - you will decrease both risk and friction in your business operations!

CLIENTS JUST SIGNED!

Profense, LLC, an Aviation and Defense Company that equips, trains and sustains global elite defense forces selects DTS to develop Direct Commercial Sales (DCS) and Foreign Military Sales (FMS) strategies, while engaging the security cooperation community.

PROFENSE

READ

Led by aeronautical veterans who invented and developed the Flexrotor Long-Range Robotic Aircraft, AeroVel selects DTS to provide export authorization management services.

AEROVEL

READ

REGULATORY POLICY UPDATES

GOLDEN SENTRY EUM REPORT

[READ](#)

The Golden Sentry End-Use Monitoring (EUM) program is designed to verify defense articles or services transferred by the United States Government (USG) to foreign recipients are being used in accordance with the terms and conditions of the transfer agreement or other applicable agreement.

BLUE LANTERN EUM REPORT

[READ](#)

Blue Lantern's mission is to help ensure the security and integrity of U.S. defense trade. The EUM program is designed to minimize the risk of diversion and unauthorized use of U.S. defense articles, combat gray arms trafficking, uncover violations of the AECA, and build confidence and cooperation among defense trade partners.

MAJOR ARMS SALES NOTIFICATION

KUWAIT

[READ](#)

The Government of Kuwait was approved of a possible Foreign Military Sale of (517) Heavy Tactical Vehicles for the cost of \$445 million. The proposed sale is intended to improve Kuwait's capability to meet current and future threats by providing tactical logistics, sustainment, and transportation support to the country's Land Force Support Command.

WE ARE DEFENSE INDUSTRY CONNOISSEURS.

That's likely over-simplified,
but it's what we do.

We are a team of enthusiasts
that simplify your
international business needs.

HOW TO CONTACT US

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