

ISSUE
SEPTEMBER 2021

DEFENSE TRADE SOLUTIONS
newsletter

A DEFENSE TRADE SOLUTIONS RESOURCE



NEW MONTH. NEW HIRE.

MEET NICK THORNE, PHD

SENIOR CONSULTANT



Have you heard? DTS has been growing rapidly! Nicholas Thorne PhD joins our team as a Senior Consultant. He's one-part licensing, one-part technology, and one-HUGE-part curious academic.

Want to learn more about Nick, like who he would choose as his ally...Iron Man or Captain America? Click here to find out:

[READ BIO](#)

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](#)



UPCOMING WEBINAR

FUNDAMENTALS OF NAVIGATING THE INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)

Date: September 23rd
Time: 11:00 AM - 12:00 PM
Where: Microsoft Teams

The results are in! After asking you and crowd-sourcing topics on LinkedIn, DTS is proud to host a webinar on Fundamentals of Navigating the International Traffic in Arms Regulations (ITAR). Presented by Audrey Sutton, Senior Consultant, she will dive into the following topics:

- Why is ITAR important?
- What does ITAR cover?
- How to effectively decrease friction in navigating the ITAR?
- Q&A

Sound interesting? If you work for a U.S. defense company, are new to international business, or want to brush up on the ITAR basics, this webinar is for you! Don't miss this great opportunity!

[REGISTER HERE](#)

AUSA 2021 | WE'LL BE THERE!

Date: October 11th - 13th
Where: Washington, DC

The Association of the United States Army's Annual Meeting is the largest land power exposition and professional development forum in North America. Taking place over three days, the Annual Meeting will deliver the Army's message by highlighting the capabilities of organizations and presenting a wide range of industry products and services.

[REGISTER HERE](#)

FROM THE BLOG

SUBJECT MATTER EXPERT

BORN ARMING? THE INEVITABILITY OF STATE ARMS PROCUREMENT

NICK THORNE, PHD
SENIOR CONSULTANT

The question of whether disarmament and arms control is even possible is nested in a much larger set of epistemological quandaries such as "What is a State", "How do we define Statehood", "How did States learn their parts," and "How do we begin to change our understanding of "statehood"?". Answers to these questions will move us much closer to disarmament or to a more effective arms control regimes.

[READ](#)

CLIENTS JUST SIGNED!

Inspired by the challenges seen while serving overseas, former Navy SEAL Brandon Tseng, created Shield AI (SAI) to develop AI and self-driving technologies for aircraft. DTS was selected by SAI to provide advisory services in defense exports strategy to assist in increasing revenue from international business.

SHIELD AI

[READ](#)

WEEKLY TIPS ROUND UP

1

Do you know your provisos? The approval process is only half the battle. Approved ITAR and EAR licenses will have limitations/stipulations attached to the authorization that you will need to meet to export your goods, service, or technology.

2

Not everyone speaks "exports" like you do! Hold a "KICK-OFF BRIEF" upon export authorization approval to make sure everyone operating under the authorization knows the "do's" and "don'ts."

3

Did you know that your ITAR Agreement can include end-users who are not foreign licensees? We call them "non-signatory end-users" and they are useful in situations when an end-user receives defense articles but does not require technical data or defense services beyond basic operation and maintenance.

MAJOR ARMS SALES NOTIFICATION

ISRAEL

READ

The Government of Israel has requested to buy up to eighteen (18) CH-53K Heavy Lift Helicopters; up to sixty (60) T408-GE-400 Engines (54 installed, 6 spares); and up to thirty-six (36) Embedded Global Positioning System/Inertial Navigation Systems (EGI). The proposed sale will improve the Israeli Air Force's capability to transport armored vehicles, personnel, and equipment to support distributed operations. Israel will use the enhanced capability as a deterrent to regional threats and to strengthen its homeland defense. The total estimated cost is \$3.4 billion.

THAILAND

READ

The Government of Thailand has requested to buy three hundred (300) Javelin FGM-148 Missiles; and fifty (50) Javelin Command Launch Units (CLU). This proposed sale will contribute to the foreign policy and national security objectives of the United States by improving the security of a Major Non-NATO Ally in Southeast Asia. The total estimated cost is \$83.5 million.

INDIA

READ

The Government of India has requested to buy one (1) Harpoon Joint Common Test Set (JCTS). This proposed sale will support the foreign policy and national security of the United States by helping to strengthen the U.S.-Indian strategic relationship and to improve the security of a major defensive partner, which continues to be an important force for political stability, peace, and economic progress in the Indo-Pacific and South Asia region. The estimated total cost is \$82 million.

GEORGIA

READ

The Government of Georgia has requested to buy eighty-two (82) Javelin FGM-148 Missiles; and forty-six (46) Javelin Command Launch Units (CLU). The Javelin system will help Georgia build its long-term defense capacity to defend its sovereignty and territorial integrity in order to meet its national defense requirements. The estimated total cost is \$30 million.

GREECE

READ

The Government of Greece has requested to buy U.S. Government and contractor engineering, technical, and logistics support services of F-16 Sustainment Materiel and Services and related equipment for an estimated cost of \$270 million. The proposed sale will improve Greece's capability to meet current and future threats by providing agile logistics support to its F-16 program, encompassing aspects of aircrew training and aircraft maintenance.

JAPAN

READ

The Government of Japan has requested to buy up to forty-four (44) Rolling Airframe Missiles (RAM) Block 2 Tactical Missiles, RIM-116C. The proposed will provide significantly enhanced area defense capabilities over critical East Asian and Western Pacific air and sea-lines of communication. Japan will have no difficulty absorbing these services and support into its armed forces. The total estimated program cost is \$61.5 million.

MAJOR ARMS SALES NOTIFICATION

JAPAN

READ

The Government of Japan has requested to buy Follow-On Technical Support (FOTS) of AEGIS Class Destroyers. The proposed sale is critical to ensure Japan Maritime Self Defense Force's (JMSDF) Aegis Destroyer fleet and the Japanese Computer Program Test Sites (JCPTS) remain ready to provide capabilities in the defense of Japan. The total estimated program cost is \$134 million.

TECRO

READ

The Taipei Economic and Cultural Representative Office in the United States (TECRO) has requested to buy forty (40) 155mm M109A6 Medium Self-Propelled Howitzer Systems; twenty (20) M992A2 Field Artillery Ammunition Support Vehicles (FAASV); one (1) Advanced Field Artillery Tactical Data System (AFATDS); five (5) M88A2 Hercules vehicles; five (5) M2 Chrysler Mount .50 caliber machine guns; and one thousand six hundred ninety-eight (1,698) multi-option, Precision Guidance Kits (PGK). This proposed sale of M109A6 SPH will contribute to the modernization of the recipient's self-propelled howitzer fleet, enhancing its ability to meet current and future threats. The total estimated program cost is \$750 million.

REGULATORY POLICY UPDATES

ALLEGED VIOLATIONS ARE JUST AS COSTLY...

READ

The Department of State concluded a \$6.6 million settlement with Keysight Technologies Inc. for alleged export violations of unauthorized software (technical data) used for testing radar equipment on fixed or mobile platforms.

BIDEN PLANS SHIFT IN ARMS POLICY TO ADD WEIGHT TO HUMAN RIGHTS CONCERNS

READ

U.S. President Joe Biden's administration is preparing an overhaul of arms export policy to increase the emphasis on human rights, a departure from former President Donald Trump's prioritization of economic benefits to U.S. defense contractors

PHILLIPINES CHOOSE AMERICA OVER CHINA

READ

U.S. Defense Secretary Lloyd Austin's tour of Southeast Asia marked a step toward rebuilding alliances and regaining trust that had been declining in recent years. Secretary of Defense Lloyd Austin concluded his visit to the Philippines with a concrete strategic success: Manila announced it would officially restore the Visiting Forces Agreement (VFA) that makes it easier for American troops to operate on the archipelago.

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

WEBSITE

www.defense-trade.com

TELEPHONE

908.256.6404

EMAIL

scasazza@defense-trade.com

