

Questions to Ask Your Global Trade Partner or In-House Team Before Your Next Contract Award or Industry Event

The questions you ask before you commit to an international opportunity matter more than the ones you ask after something goes wrong.

Whether you are preparing for a contract award, heading into conversations at an industry event, evaluating a new compliance partner, or pressure-testing your in-house team, this checklist helps you see whether your global trade support can handle the full defense trade picture before the next opportunity is already in motion.

Use it to identify where coverage, capacity, or accountability may be weaker than it looks.

Coverage & Range

These questions test whether your current partner or in-house team can support the full lifecycle of a defense trade engagement, not just the first issue that triggered the conversation.

- ☐ Does your current partner or team cover the full defense trade picture, including licensing and agreements, jurisdiction and classification, global trade program management, designing for exportability, logistics and customs, and Technology Security and Foreign Disclosure?

Why it matters: Most compliance gaps do not show up only in the area you hired someone to cover. They show up where responsibilities overlap. A hardware license may get filed, but no one accounts for defense services, proviso compliance, deemed export risk, the contract framework, TSFD implications, or whether the configuration is exportable in the first place.

- ☐ What happens when an issue outside their core specialty comes up, such as an FMS opportunity landing while they are working on your ITAR licensing?

Why it matters: Defense trade does not stay in neat lanes. Security cooperation, global trade authorizations, Technology Security and Foreign Disclosure, compliance infrastructure, logistics, and customs often intersect. If your partner has to refer you out when the issue crosses a boundary, you lose time, context, and momentum.