

## Our Partners

### Marc Binder—Customs Compliance

Marc is a Licensed US Customs Broker and has been active for over 25 years in the International trade and Logistics field. He has experience working Import and Export Compliance Issues at both the business unit and the Corporate levels. He has held Import/Export Compliance responsibilities for major corporations such as RCA, GE, Lockheed Martin, TRW, and Goodrich. Marc currently has appointments to the Department of State, Defense Trade Advisory Group (DTAG), where he is the co-chair of the ITAR Working group, and the Department of Commerce Regulations and Procedures Technical Advisory Committee (RPTAC), where he is the co-chair of the Compliance and Enforcement Working Group.

Marc is a current member of the Board of Directors for the Society for International Affairs (SIA) whose mission is to educate the international trade community on all aspects of the export and import process. He currently holds the position as a director of Planning and Education. Marc has spoken at and directed many SIA events.

### Gregory Creeser—Export Compliance

Gregory held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. In this position, Greg was responsible for assisting the export and import compliance programs, and international trade requirements for 3 major sectors with over 100 facilities located throughout the United States and overseas. Prior to Goodrich, Gregory held a similar position within TRW's Washington Operations office.

Gregory was also a licensing officer at the Department of State's Office of Defense Trade Controls. In that role Greg adjudicated export applications as well as Commodity Jurisdiction requests.

Gregory was a member of the Board of Directors for the Society for International Affairs (SIA) from 2000-2006. He was President of the organization from 2004-2006 and has spoken at and directed numerous conferences providing compliance training on a variety of issues.



## International Trade Compliance Strategies, LLC

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## International Trade Compliance Strategies, LLC

*Partnering in Compliance*



### **ITC Strategies, LLC**

*is a comprehensive export and import compliance consulting business offering a wide range of services from one-time compliance assessments to the development of complete Corporate compliance programs.*



*Make Trade Compliance a  
Competitive Advantage for  
Your Business*



# International Trade Compliance Strategies, LLC



**ITC Strategies** (*ITCS*) can assist your company with all of its Export/Import Compliance requirements. We have experience in dealing with companies of all sizes and have assisted in the creation and implementation of many different types of compliance programs. There are many compliance models available that can be implemented depending on the specific needs and organizational structure of a business. *ITCS* can tailor a compliance program to suit the precise requirements of individual companies. *ITCS* specific areas of expertise are:



*Let us help you bridge your compliance gap*

- **Assessment of current products and procedures** to determine appropriate licensing requirements and implementation strategy. Outline risk areas and suggest corrective actions needed to protect a business in the short and long term.
- **Development of comprehensive compliance plans** and programs in each business area within a company. Plans will be tailored to specific company requirements.
- **Development of compliance manuals** that integrate and drive compliance into each business area with a goal of creating standard operating procedures company wide.
- **Training of personnel** from introductory basics to specific targeted training in functional areas. Instruction in all aspects of compliance requirements.
- **Documentation preparation** for relevant licenses, shipping paperwork, AES, registration, technology control plans, etc...
- **Assessment of Freight Forwarders and Customs brokers** to ensure they are not putting a business at risk of non-compliance.
- **Advise and assist with violations** of export and import regulations. Assist with investigations and preparation of voluntary disclosures.
- **Interface with US Government** to resolve issues you may encounter.

## **Compliance Training Options**

*ITCS* provides in-house compliance training that can be general in nature or tailored to a specific topic. Training can also be geared toward particular audiences such as senior management, shipping / receiving, engineering, business development etc.. These sessions can be on location or at a contracted meeting facility. Training sessions can be presented on any of the following areas:

- **Export Compliance**
- **Import Compliance**
- **Customs Compliance**
- **License and Agreement Preparation**
- **Commodity Jurisdiction Analysis (ITAR vs. EAR)**
- **Commodity Classification Analysis (ECCN)**
- **Harmonized Tariff Classification**
- **Shipping Documentation**
- **Automated Export System (AES) Filing**
- **Violation Investigations**

*ITCS* also provides periodic seminars for a wide audience of attendees. Check our website for upcoming seminar dates and content.

## **Compliance Assessments**

*ITCS* provides on-site assessments to determine the appropriate licensing requirements for your product line and to determine the viability of your existing compliance program. The assessment can focus on requested subject areas or can provide an overall risk assessment of your existing compliance programs. A Compliance Assessment includes a review and report of the status of your current products and procedures regarding:

- **Jurisdictional Processes and Determinations**
- **License and Agreement Management**
- **Record Keeping**
- **Shipping Documentation**
- **Exemption/Exception Use and Management**
- **Automated Export System (AES) Filing**
- **Information Technology Controls**
- **Foreign Person Control Procedures**
- **State Department Reporting Requirements**
- **Potential Violations**

## **Compliance Program Development**

*ITCS* can assist with the development of compliance programs for all levels of a business. Compliance programs can be created for a Corporate overview function or at a more detailed level for a business unit or facility. We can assist in the creation of compliance manuals and tools for use by all levels of business operations, from general to highly detailed.

**Corporate Level** - General Company policies and overarching compliance procedures intended to set standards for the business at an executive level.

**Business Unit Level** - More elaborate procedures intended to promote general direction to an organization for implementation of more detailed compliance requirements. Focus is on the a variety of functional areas including, *Human Resources* hiring procedures and controls, *Security* access, *Engineering* technology collaboration, *Business Development* and *Strategic Sourcing*.

**Facility Level** - Specific procedures which are explicitly tailored to the unique requirements of a particular facility. Focus is on local IT access controls, technology control plans (TCPs), foreign person technology access and control, shipping procedures and documentation.

## **Licensing and Shipping Documentation Services**

*ITCS* can provide guidance and assistance on the proper preparation of **Export license applications** for both the Departments of Commerce and State as well as **Import Permits** from the Bureau of Alcohol, Tobacco and Firearms. We can also assist in the proper preparation of shipping documentation and the filing of Electronic Export Information (EEI) through the **Automated Export System (AES)**. *ITCS* can also provide guidance and assistance with the filing of :

- **Carnets**
- **NAFTA**
- **Import Bonds**
- **Voluntary Disclosures**