

U.S.-BRAZIL DEFENSE INDUSTRY DIALOGUE

OCTOBER 10, 2017 | WASHINGTON, D.C.

The second Defense Industry Dialogue (DID) meeting will focus on advancing the themes of Commercial Partnership and Industrial and Regulatory Policy. As we build upon the success of previous DID engagements, which focused on Export Control & Compliance and Mutual Recognition themes, we will use the second DID to explore possible avenues for future commercial partnerships, learn about existing and strong business to business partnerships, and define the building blocks towards a binational program. The government to business dialogue will continue with the strategic, long-term vision of developing a binational program that elevates both private sectors in meeting an operational need.

This edition of the DID will consist of crisp, interactive dialogues, compelling all parties to play an active role in contributing to the discussion.

October 10, 2017 – U.S. - Brazil Defense Industry Dialogue Meeting

Location: Washington Plaza Hotel | 10 Thomas Circle NW, Washington, DC 20005

11:30 a.m.-12:00 p.m.

Registration

12:00 p.m. - 1:00 p.m.

Networking Lunch: Strategic Vision for G2G Bilateral Defense Relationship

Government leaders share perspectives on opportunities in 2-5 years & longer-term, setting the tone for subsequent sessions.

Featured Speakers:

- Ken Hyatt, Deputy Under Secretary for International Trade, Department of Commerce
- Sergio de la Peña, Deputy Assistant Secretary of Defense for Western Hemisphere Affairs, Department of Defense
- Flavio Augusto Corrêa Basilio, Secretary of Defense Products, Ministry of Defense of Brazil.
- Ambassador Liliana Ayalde, Civilian Deputy Commander, U.S. Southern Command
- TBD, Government of Brazil

Moderator: TBD, Brazilian Industry Executive

1:10 p.m. - 2:20 p.m.

Session I - Present Successes: Bi-national Partnership Case Studies

Brief five minute presentations followed by interactive discussion, highlighting current, successful binational partnerships and discussing lessons learned.

- Integrated Solutions: Rockwell Collins & Savis
 - Fabio Caparica, Savis
- Transferring Capability: BAE Systems & Brazilian Army
 - Marc Collins, BAE Systems
- Expanding Collaboration: SPORT
 - Jim Spann, NASA
- TBD: Motorola
 - Elton Borgonovo, Motorola

Moderator: Ken Hyatt, Deputy Under Secretary, International Trade Administration, U.S. Department of Commerce

2:30 p.m. - 3:40 p.m.

Session II – Near-term Opportunities: Innovation, Competitiveness, and Partnerships

As follow-on to the DIUx mission, there will be a discussion about existing innovation mechanisms and models and how to cooperate bilaterally through them; opportunities in space; G2G agreements in the pipeline and their expected commercial partnership opportunities (provided as one-pager in advance); what barriers remain to potential co-production/development and how to address them.

Featured Speakers:

- Donna Hrinak, President, Latin America & the Caribbean, Boeing
- Dan Jones, CEO, Beyond Horizons Space Consulting,
- Carlos Frederico Queiroz de Aguiar, President, Brazilian Association of Defense and Security Material Industries (ABIMDE),
- Representative of the Brazilian Defense Industry,
- Representative of the Department of Defense

Moderator: Flavio Augusto Correa Basílio, Secretary of Defense Products, Ministry of Defense of Brazil

3:50 p.m. - 5:00 p.m.

Session III – Long-term Vision: Advancing Dialogue on Bi-national Cooperation

Discuss characteristics of a binational cooperation program, specifically with the Brazilian Navy. Identify opportunities in other domains, and discuss the building blocks needed to achieve desired programs, possible timelines, military-to-military agreements needed and measurable milestones.

Featured Speakers:

- Representative of the U.S. Southern Command,
- Representative of the Brazil Defense Industry,
- Representative of the U.S. Defense Industry,
- Colonel Jared P. “Pat” Curtis, Director of Brazil, Paraguay, and Venezuela, Office of the Secretary of Defense, U.S. Department of Defense,
- Representative of the Ministry of Defense of Brazil

Moderator: David Trulio, President of the Defense and Security Task Force, Brazil – U.S. Business Council (BUSBC)

5:00 p.m. - 6:00 p.m.

Wrap-up

Progress report on DID activities and planning for future DID actions

Led by Donna Hrinak, President, Latin America & the Caribbean, Boeing, and TBD, Brazilian Industry

Closing Remarks

Ambassador P. Michael McKinley, U.S. Ambassador to Brazil and Ambassador Sergio Amaral, Brazilian Ambassador to the U.S.

7:00 p.m. - 9:00 p.m.

Reception (by invitation only)

Local: Brazilian Ambassador’s Residence

October 11, 2017

9:00 a.m. - 5:00 p.m.

Location: **AUSA 2017 Annual Reunion & Exhibition**

Walter E. Washington Convention Center

801 Mt. Vernon PL NW, Washington, DC 20001

Matchmaking meetings for the Brazil – U.S. Defense Industry

October 12, 2017

Location: York, Pennsylvania

Visit BAE facility

Brazilian government delegation to visit York, PA where Brazilian Army technicians are working with BAE Systems on site for the M109 Howitzer Artillery Systems program.

October 9 – 11, 2017

Proposed Activities on the same week as the DID (TBC)

- Session on supply chain integration with U.S. industry experts (if Brazilian industry is interested)
- Consultations about export controls (if Brazilian industry is interested)
- Pol-Mil Defense Dialogue (confirmed, October 11)
- Strategic Programs Overview, U.S. Department of Defense
- CSIS Think Tank Discussion on U.S.-Brazil Defense Cooperation (TBC)
- 2017 Brazil Economic Conference [9:00-2:30, October 13, 2017]
 - Organized annually for over 20 years, the roster of speakers consistently includes notable individuals such as the Finance Minister of Brazil, the President of the Central Bank, Brazilian and US ambassadors, CEOs and presidents of various global corporations.