

What Companies Need to Know in the Global Marketplace for International Defense & Security Programs

**Thursday • February 1, 2018 • Registration & Networking 8:30 a.m.
Briefing 9:00 - 11:00 a.m.
at the Jackson Center • 6001 Moquin Drive • Huntsville, AL • 35806**

The **North Alabama International Trade Association (NAITA)** presents a Foreign Military Sales Briefing in conjunction with the **Huntsville Association of Small Businesses in Advanced Technology (HASBAT)**. Mr. Steve Krause, Catalyst Global Strategies, will exploit his three decades of experience to present ***What Companies Need to Know in the Global Marketplace for International Defense & Security Programs***, providing practical answers to these questions:

- What are the most important elements of a winning strategy?
- Where is the money?
- What are the biggest markets like?
- What is the U.S. government's role, and how will this affect you?
- What is the policy?
- Who are the players?
- What are the key processes? (licensing, contracting, government oversight)
- What are "offsets?"
- What should you know and do about foreign corruption?

Steve Krause spent 30 years winning \$30B in aerospace, defense and security business around the world. After retiring from The Boeing Company in 2011, he formed Catalyst Global Strategies in association with Washington DC-based Catalyst Partners, and now helps companies capture large complex domestic and international sales. Krause formerly worked for McDonnell Douglas Corporation and The Boeing Company where he led sales and marketing in manned and unmanned aerospace and defense systems, and in the commercial aircraft and advanced integrated security solutions businesses. His career included long-term assignments in Europe, the Pacific Rim, the Middle East and the United States. Earlier in his career he also worked on the professional staff of the Missouri House of Representatives.

Steve will be available for complimentary, private, one-on-one consultations with interested companies following the briefing.

This briefing will provide small business with more in-depth knowledge of the FMS process and opportunities in preparation for the NAITA FMS Industry Day featuring the U.S. Army Security Assistance Command (USASAC) scheduled for March 1, 2018.

Details & Registration through HASBAT or NAITA at <https://naita.org>

Questions? 256.532.3505 or naita@naita.org.