

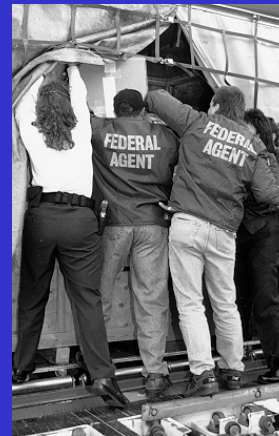
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# Rick Shimon

## Acting Director

### Office of Export Enforcement



# *Project Outreach*

- Purpose of Project Outreach:
  - Prevent illegal exports by educating the industry about export controls.
  - Elicit industry's cooperation in protecting U.S. national security and foreign policy objectives.
- Outreach contacts are a one-on-one visit with the representative of a company.
- Focus on manufacturers, exporters, and freight forwarders.

# *Project Outreach*

- Interview Questions for the Company:
  - What does the company manufacture or sell?
  - What percentage of business is exports?
  - What countries does the company export to?
  - What company products are export controlled?
  - Has the company contacted BIS in the past or attended any BIS training? Is the company aware of the BIS web site?
  - Does the company have foreign visitors or any foreign national employees? "Deemed Export" rules?

# *Project Outreach*

- Stress the common interests between US Government and private industry
  - Level the commercial playing field - both domestically and internationally.
  - Punish those who would violate export control laws to gain access to markets or buyers that law-abiding people can not pursue.
- OEE seeks to protect U. S. national security and foreign policy interests.
- OEE is committed to helping companies protect their intellectual property and trade secrets.

# *Project Outreach*

- **Documenting Outreach Visits**

- Every Outreach visit is documented in the OEE Investigation Management System.
- If the Outreach visit is conducted to a person or company that is under investigation, the case agent is notified in advance.

Important: The fact a company was contacted by an OEE Agent establishes that the company "*had knowledge*" of U.S. export controls - useful for later criminal and civil prosecution.