



Conference registration is open
for the
GOCA Spring 2013 Conference
May 19 – 22, 2013 • Boca Raton Resort & Club • Boca Raton, Florida, USA



Come experience the Sunshine State. In 2013, Florida celebrates its 500 year anniversary since the Spanish conquistador Juan Ponce de León made landfall.

Hosts:

DOV HYMAN, DOLIN INTERNATIONAL
LAURENCE VAN BOCKEL, VAN BOCKEL & PARTNERS
EDDIE GARCIA, OSHKOSH DEFENSE
ELIZABETH MACINTOSH, RAYTHEON
HERVÉ DE MURAT, SAFRAN
AYHAN IZMIRLI, ESBAŞ

DAVID WOLF, FREMONT GROUP
CARY VIKTOR, LOCKHEED MARTIN
CARLOS CRISTI, RAYTHEON
MIKE THOME, ROCKWELL COLLINS
TOM ZENTELLINI, ROHDE & SCHWARZ
APOSTOLOS TALAMAGAS, EPICOS

The GOCA Spring 2013 Conference will take place at the Boca Raton Resort & Club in Boca Raton, Florida, United States. The gathering will commence on Sunday, May 19th, with registration in the afternoon and an opening reception in the evening. Monday and Tuesday will feature speaker presentations and panel discussions. A reception and conference dinner will be held Tuesday evening, May 21st. And the conference will conclude with a number of training sessions on Wednesday morning, May 22nd.

Please make travel plans to stay at the Boca Raton Resort & Club through the evening of Tuesday, May 21st. Checkout will be on the morning of Wednesday, May 22nd.

PRELIMINARY CONFERENCE AGENDA

We are pleased to confirm that an excellent preliminary agenda is already in place for the GOCA Spring 2013 Conference. In addition, GOCA will also be offering a half day of specialized training sessions on Wednesday morning as an option.

GOCA has received confirmation of attendance from many industrial partnership (IP) government authorities. Between the IP government authorities and Industry perspective recaps, we expect the countries covered at the Boca Raton gathering to include **Australia, Brazil, Canada, Denmark, Finland, India, Israel, Malaysia, Mexico, Norway, Russia, Saudi Arabia, South Africa, South Korea, Spain, Switzerland, Taiwan, Turkey, UAE, UK**, and others.

The Boca Raton conference will also feature:

- Industry presentations with case study examples of Industrial Partnership success stories from delegates from BAE Systems, Boeing, GE, Lockheed Martin, Saab, Sikorsky, Safran, General Dynamics.
- Global overview by Jane's Defense on general offset & industrial partnership trends.
- Several cutting edge innovation and technology presentations presenting a variety of high-tech partners that can be deployed to deliver IP solutions.
- Several Civil offset presentations and panels that will explain the significant growth of global civil offset obligations and what we can expect in the years to come.
- A presentation by a representative from the European Defense Agency ("EDA") providing an overview of the European Defense Technological Industrial Base and the impact on Offsets/Industrial Partnership.
- The international experiences and insights of U.S. astronaut John McBride.
- Expert representatives from the financial services sector and the aerospace and defense sectors who will update our delegates with an overview of geopolitical and market developments. These presentations will focus on the significant changes impacting our markets coupled with projections as to where we are heading.
- Experts from government, universities, and the private sector who will provide insights on the challenges and solutions for the industrial partnership industry sectors, developments at the World Trade Organization (WTO) and Organization for Economic Cooperation and Development (OECD).

As additional speaker confirmations are received, they will be posted on the GOCA website (www.globaloffset.org).

TRAINING WORKSHOP SESSIONS (available for industry participants only)

The conference hosts are pleased to offer a half-day offset training course on Wednesday 22nd May 2013 from 9:00 am – 12:30 pm for industry attendees who register for both the Conference and Training. The offset training courses will cover a range of offset topics and will be organized in three parallel sessions tailored to various levels of audience. Please note that training courses or instructors may change at GOCA's discretion.

Wednesday 22nd May 2013, Training Workshop Sessions

9:00 am

Workshop 1: Technology Transfer

This course will be an in-depth discussion on the Transfer of Technology, covering rationale, various methodologies, technology valuation techniques and formulas, as well as the associated internal and external challenges and opportunities.

Instructors: *Mike Fisher, Regional Director - International Programs, GE Aviation*
Cary Victor; Director, Industrial Participation; Lockheed Martin, Missiles and Fire Control – Middle East & Africa

*Please note that Technology Transfer will last from 9:00 am to 12:30 pm with a half hour coffee break at 10:30 am.

or

Workshop 2: Offset Basics and Negotiation Strategies

This course is intended for persons somewhat new to offset. It provides information on types of offset, trends, and current issues in offsets. The course will also provide attendees with some basic strategies that companies need to consider and pitfalls to avoid in order to have successful negotiations.

Instructor: *Robert Bell, President, Bellerophon Consulting*

or

Workshop 3: Offset Service Providers and Primes

This course is intended for offset managers that are using or intending to use offset service providers to support their offset activities. The objective is to shed light on the relationship between primes and offset service providers, the type of services that can be provided, the challenges faced from each side, the respective issues and concerns and conclude on cooperation mechanisms that have proven efficient over time.

Instructor: *Thanassis Potsis; Senior Manager, Industrial Cooperation & Offsets; Aerospace Ventures*

11:00 am

Workshop 1 Continued: Technology Transfer

This course will be an in depth discussion on the Transfer of Technology, covering rationale, various methodologies, technology valuation techniques and formulas, as well as the associated internal and external challenges and opportunities.

Instructors: *Mike Fisher, Regional Director - International Programs, GE Aviation*

Cary Victor; Director, Industrial Participation; Lockheed Martin, Missiles and Fire Control – Middle East & Africa

*Please note that Technology Transfer will last from 9:00 am to 12:30 pm with a half hour coffee break at 10:30 am.

or

Workshop 4: Negotiations Do's and Don'ts

This course will cover lessons from a 35 Year Road Warrior in both the Public and Private Sector.

Instructor: *James Grzella, President, Global Partnering Solutions LLC*

or

Workshop 5: Offset Costs and Risk Provisions

This course is intended for all offset practitioners. As offset constitutes a cost element in the pricing of the products or services sold, it is important to come up with offset cost and risk provisions that are as low as possible while including all possible elements to cover expected offset costs and risk. The balance is not always easy to find and this course is intended to present tips and recommendations for establishing efficient but solid offset budgets.

Instructor: *TBD*

RESERVATIONS AT THE BOCA RATON RESORT & CLUB

We have negotiated special rates for a limited number of guest rooms at the Boca Raton Resort & Club for the nights of 19th - 22nd May. The guest room rates at the Boca Raton Resort & Club for the nights of 19th - 22nd May are as follows:

Cloister/Bungalow (Run of House): \$199 + tax

Other room type options at the Boca Raton Resort & Club may also be available. Please note that guests who stay in the Bungalows may need to use the Resort's shuttle service to get to the Great Hall North & South for the Conference. The Resort's shuttle service runs approximately every 10 minutes. Those attendees staying in the Bungalows have complimentary self-parking.

The conference group rate will be honored four days prior to (i.e. from 15th May) and after (i.e. to 26th

May) the conference. Additional accommodations on the shoulder nights are based on availability.

► **To make hotel reservations at the Boca Raton Resort & Club, call +1-888-557-6375 and state that you are with the GOCA.**

► **The cutoff date for hotel reservations at the Boca Raton Resort & Club is Monday 29th April 2013.** Any hotel reservation requests made after the cutoff date will be offered at the group rate as long as the room categories are available.

When reservations are made, the Resort requires a one night's deposit. The deposit is refundable to the guest if timely notice (24 hours) of cancellation is given and a cancellation number is obtained by the guest.

In the event of an early departure or a no-show, the Resort will require an early departure charge or no-show charge in the amount equal to the guest's current per night charge, plus applicable taxes. Guests wishing to avoid an early check-out fee/charge should advise the Resort at or before check-in of any change in planned length of stay.

Check-in is 4:00 pm on day of arrival and check-out is 11:00 am on day of departure.

For more information on the Boca Raton Resort & Club, please visit their Website at <http://www.bocaresort.com/> and <http://www.slideshare.net/BocaResort2/boca-raton-promo>.

The address for the Boca Raton Resort & Club is as follows:

Boca Raton Resort & Club
501 East Camino Real
Boca Raton, Florida 33432
USA

CONFERENCE REGISTRATION FEES

Early bird fee ends 1st March 2013:

GOCA members conference only U.S.\$795
GOCA members conference & training U.S.\$895
Government conference only U.S.\$795
Nonmembers conference only U.S.\$1,395
Nonmembers conference & training U.S.\$1,495
ADS members conference only U.S.\$1,095
ADS members conference & training U.S.\$1,195
DKF members conference only U.S.\$1,095
DKF members conference & training U.S.\$1,195
ECCO members conference only U.S.\$1,095
ECCO members conference & training U.S.\$1,195

Standard fee begins 2nd March 2013 and is valid until 14th May 2013:

GOCA members conference only U.S.\$895
GOCA members conference & training U.S.\$995
Government conference only U.S.\$895
Nonmembers conference only U.S.\$1,495
Nonmembers conference & training U.S.\$1,595
ADS members conference only U.S.\$1,195
ADS members conference & training U.S.\$1,295
DKF members conference only U.S.\$1,195
DKF members conference & training U.S.\$1,295
ECCO members conference only U.S.\$1,195
ECCO members conference & training U.S.\$1,295

From 15th May 2013 onwards, a late fee of \$100 will be applied to conference attendee registrations, if space is available:

GOCA members conference only U.S.\$995
GOCA members conference & training U.S.\$1,095
Government conference only U.S.\$995
Nonmembers conference only U.S.\$1,595
Nonmembers conference & training U.S.\$1,695
ADS members conference only U.S.\$1,295
ADS members conference & training U.S.\$1,395
DKF members conference only U.S.\$1,295
DKF members conference & training U.S.\$1,395
ECCO members conference only U.S.\$1,295
ECCO members conference & training U.S.\$1,395

***Note:** Names of late conference attendee registrants may not appear on the printed conference attendee list onsite.

Conference Only Attendee Fee: The conference attendee fee includes entry to the Opening Reception on Sunday 19th May, the Conference (including breakfast, coffee breaks, and lunch) on Monday and Tuesday 20th & 21st May, and the Conference Dinner on Tuesday 21st May.

Conference & Training Attendee Fee: The conference & training attendee fee includes entry to the Opening Reception on Sunday 19th May, the Conference (including breakfast, coffee breaks, and lunch) on Monday and Tuesday 20th & 21st May, the Conference Dinner on Tuesday 21st May, and Training Workshops on Wednesday morning 22nd May. A coffee break will be provided for conference & training attendees on Wednesday morning 22nd May.

Spouse/Partner/Guest Fee: The spouse/partner/guest fee of \$125 includes entry to the Opening Reception on Sunday 19th May, a Coffee/Tea Reception and Tour of the Boca Raton Resort's historic property on Monday 20th May, and the Conference Dinner on Tuesday 21st May.

Payment: Full payment by credit card, wire transfer, or check is required to complete your conference registration. From 1st May to the registration deadline of 15th May, only credit card payments will be accepted.

Registration and Payment Deadline: The last day for conference registrations is Wednesday 15th May at 5:00 pm US Eastern Time. Payment in advance is required by credit card, wire transfer, or check. *For the early bird rate, payment must be received by 15th March. For the standard rate, payment must be received by 15th May. If payment is not received by the previously noted dates, GOCA has the option to cancel the attendee's conference registration.*

Cancellations: Attendees cancelling prior to or on Wednesday 15th May up until 5:00 pm US Eastern Time will receive a refund. Cancellations received after this date will not be refunded. Please note that there is a \$50 cancellation fee. *Qualifying cancellations with payment by check or wire transfer will be refunded after the Conference.*

REGISTER FOR THE GOCA SPRING 2013 CONFERENCE

To register for this conference and the optional training workshops, please follow these steps:

1. Visit <https://www.regonline.com/gocaspring2013conference>
(If your company's security settings do not allow you to open the link, copy and paste the entire link into Internet Explorer. Then press "Enter".)
2. Enter the conference attendee's email address. Then click Continue.
(Please note that GOCA members (as well as ADS, DKF, and ECCO members) will need a passcode in order to receive the member rate.)
3. Proceed through the step-by-step registration process.
4. Upon completion, the attendee (or the attendee's assistant) should receive a confirmation email in his/her Inbox or Junk email file.
5. Via a link on the Confirmation page or in the conference attendee's Confirmation Email, print the invoice/receipt.

In addition, you may also visit the “upcoming conferences” section of the GOCA Website (www.globaloffset.org) to access the link for conference registration.

TRANSPORTATION

There are three international airports in close proximity to Boca Raton Resort & Club. The Resort is 28 miles south of Palm Beach International Airport (PBI), 24 miles north of Fort Lauderdale International Airport (FLL), 45 miles north of Miami International Airport (MIA).

Boca Resort Transportation is an option for transportation between the airport and the Resort. To reserve a car with Boca Resort Transportation, contact the Concierge (Tel. +1-561-447-3700) at the Boca Raton Resort & Club.

PARKING AT THE RESORT

Valet parking: Day Fee is \$11 inclusive of tax per entrance, per vehicle. Nightly fee is \$27.50 inclusive of tax per vehicle. A special discount parking rate of \$19 inclusive of tax will apply for GOCA attendees. Those attendees staying in the Bungalows have complimentary self-parking.

RESORT SHUTTLE BUSES

Shuttle buses operated by the Resort run from 6:00 am to 2:30 am between the Great Hall, West Walkway, Mizner Center, Bungalows, and Beach Club. The shuttles run every 10 minutes.

SPECIAL ALLOWANCES AT THE RESORT

Golf Policies:

Attendees are responsible for their own golf arrangements. All tee times and golf arrangements must be confirmed to the Resort's Golf Tee Time Office 561-447-3078 two business days prior to play. Golf cancellation policy is as follows: 31+ days out no penalty, 30-15 days 25% of total golf fees, 14-8 days 50% of total golf fees.

Preferred golf pricing of \$175 per person for 18 holes of morning play or \$145 per person for 18 holes of afternoon play applies to Resort and Country Club courses.

Spikeless golf cleats are required on the Resort's courses.

Fitness Center:

There is complimentary access to the Fitness Center for attendees who stay at the Resort.

Spa Palazzo:

There is a 10% discount on Spa Palazzo services (treatments of 50 minutes or longer).

DRESS CODE

The dress code will be “Business Casual” for the opening reception, conference, and conference dinner. Dress code at the Boca Raton Resort is “Resort Casual”.

QR CODE FOR THE GOCA SPRING 2013 CONFERENCE



This promotion for the GOCA Spring 2013 Conference was updated on January 29, 2013.