

U.S. Commercial Service Global Education Team Presents

*Overview of U.S. Department of
Commerce Resources to Assist U.S. Higher
Education Institutions*

October 4, 2021



Webinar Agenda

- **Introduction-** LeeAnne Haworth, Senior International Trade Specialist and R&D Sub-Team lead, U.S. Commercial Service Global Education Team
- **Overview of the U.S. Commercial Service's Global Education Team-** Gabriela Zelaya, Education Team Lead, U.S. Commercial Service
- **Overview of Industry & Analysis-** Rachel Alarid, International Trade Specialist, Office of Supply Chain, Professional and Business Services, Industry & Analysis, International Trade Administration
- **Overview of the Advocacy Center-** Barbara Farrar, Acting Executive Director, Advocacy Center, International Trade Administration
- **Overview of the U.S. Patent & Trade Office-** Miriam DeChant, Director, Global Intellectual Property Academy, Office of Policy and International Affairs, United States Patent and Trademark Office
- **Overview of National Institute of Standards and Technology and Opportunities to Work with NIST,** Dr. Claire Saundry, Director, International and Academic Affairs, National Institution of Standards and Technology
- **Overview of the Bureau of Industry and Security-** Lani Tito, Export Administration Specialist, Bureau of Industry and Security
- **Q&A**

U.S. Department of Commerce

International Trade
Administration
(ITA)

U.S. Patent &
Trademark Office
(USPTO)

National Institute
of Standards and
Technology (NIST)

Bureau of Industry
and Security (BIS)





U.S. Commercial Service Resources to Assist Higher Education Institutions

October 4, 2021

Gabriela Zelaya
Global Education Team Leader
U.S. Commercial Service
International Trade Administration
U.S. Department of Commerce





U.S. Department of Commerce - International Trade Administration, U.S. Commercial Service

Founded 1980 – The International Trade Administration (ITA) works to improve the global business environment and helps U.S. organizations compete at home and abroad.

ITA is organized into three distinct but complementary units: Global Markets, Industry and Analysis, and Enforcement and Compliance.

U.S. Commercial Service (CS) is the trade and investment promotion arm of USDOC ITA.





U.S. Commercial Service

Worldwide Recognition

As the U.S. government, we can open doors that no one else can in markets around the world.

Global Network

Our unmatched global network with educational trade experts in more than 80 countries can provide you with on-the-ground knowledge and connections.

Results Driven

Our expert, in-person counseling is unparalleled and designed to help you succeed in global markets.



Our Services



Educational Service Export Counseling

- Develop effective market entry and recruitment strategies.
- Understand regulations of foreign markets.
- Navigate U.S. government export controls, compliance and financing options.



Market Intelligence

- Analyze market potential and foreign competitors.
- Obtain useful information on best prospects, financing, laws, and cultural issues.
- Conduct background checks on potential partners.



Business Matchmaking

- Connect with pre-screened potential partners.
- Promote your programs or service to prospective partners at education trade events worldwide.
- Meet with international industry and government decision makers in your target markets.



Commercial Diplomacy

- Overcome trade obstacles to successfully enter international markets.
- Benefit from coordinated U.S. government engagement with foreign governments to protect U.S. education sector interests.





U.S. Commercial Service Global Education Team



Our Worldwide Network of Education Experts Will Help You:

- Adopt new digital strategies
- Meet with companies that require specialized training
- Connect to high school counselors, potential recruitment partners, and universities
- Recruit international students



U.S. Commercial Service Programs



Optimize Your International Marketing & Recruiting Efforts!

- **Gold Key Matchmaking Service.** Meet the right high schools, universities, agents, and other partners.
- **International Partner Search.** Find qualified schools and educational organizations.
- **Trade Fairs and Catalog Shows.** Identify the right international education fairs for your school.
- **Virtual Education Fairs.** Connect with agents via webinar tools without leaving your office.
- **International Market Research.** Receive market research reports on education sector target markets around the world.
- **Single School Promotion.** Attend an event featuring your educational institution and meet key players in the international education field.
- **Trade Missions.** Attend a trade mission led by a senior U.S. Department of Commerce official.
- **Virtual Connection Programs.** Schedule one-on-one virtual meetings with agents, counselors, university partners, and foreign government officials.



Connect to a World of Opportunity.

Visit trade.gov/education-industry to learn more.



For questions regarding the above programs, please contact:

Gabriela Zelaya
Global Education Team Leader
gabriela.zelaya@trade.gov





U.S. Commercial Service: Addressing Client Needs

The Basics:

- A U.S. educational institutions can call their local Education Trade Specialist to simply talk about their institution's strategic recruitment plan and discuss how CS can help.
- CS can match institutions with qualified education agents or international partners.
- CS can provide counseling on the latest education market information and programming to fit the school's recruitment strategy.
- CS can connect with Economic Development Offices and other local partners to leverage resources.





Market Briefing and USA: A Study Destination Virtual Connection Program – Middle East & North Africa

MIDDLE EAST & NORTH AFRICA EDUCATION MARKET BRIEFING WEBINAR



USA
A Study Destination

October 7, 2021 at 10:00 am ET



USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – MIDDLE EAST & NORTH AFRICA



USA
A Study Destination

November 14-17, 2021





Explore Business Opportunities in the Middle East & Africa Trade Winds 2022

[Trade.gov/trade-winds](https://trade.gov/trade-winds)



U.S. Commercial Service: Client Success

New York Film Academy



(Download the full video [47 MB])

<https://legacy.trade.gov/success/new-york-film-academy.asp>



Global Education Team Newsletter

International Education Connection

- ✓ Stay informed of the latest programs, events and webinars supported by CS globally.
- ✓ Ask to be added to the newsletter distribution list through your local Education Trade Specialist.

U.S. COMMERCIAL SERVICE
GLOBAL EDUCATION & TRAINING SERVICES TEAM

International Education Connection

Global Industry Updates from the U.S. Commercial Service
A Message from Global Education Team Leader

Dear U.S. Education Providers:

It's my pleasure to present the Spring 2021 U.S. Commercial Service continues to dedicate our time and resources to support your international reach with partners, resources and opportunities globally. We are proud to launch our new Education and Training Services. We are excited the "USA: A Study Destination," is collaborating with USA as a premier study destination.

Please stay in touch with your local U.S. Commercial Service of these initiatives and more. We are committed to help. Thank you.

 **Gabriela Zelaya**
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- [Featured Education Trade Events](#)
 - [EdTech & eLearning Virtual Connection](#)
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[Trade.gov/education-industry](https://trade.gov/education-industry) // [f](#) [t](#) [in](#)


Education Trade Leads

China- Online Degree Programs
Sea Master Education, a China based OPM company, that enable global leading universities to deliver their high-quality online degree program to qualified students in China. Sea Master worked closely with our partner universities on the local operation and request NO investment from our partners.
Please contact us if your institution plan to:
1. Understand what are happening in the higher education sector in China
2. Tap into a large pool of students in China remotely
3. Enhance the effectiveness of recruiting Chinese students into your online degree programs
If interested, please contact ryan@seamasteredu.com, PM@seamasteredu.com, or david@seamasteredu.com.

Brazil- Agribusiness
A Brazilian education agency is looking for universities in the U.S. to organize a summer program to the U.S. for a big grain company for its executives and some employees, with English classes, lectures and technical visits to farms/companies. Location may be anywhere in the U.S. preferably strong on grains agriculture. For questions, please contact Laura Refattti Laura.Refattti@trade.gov.

Brazil- Sports
A Brazilian education agency is looking for universities/colleges in the U.S. for a Male, 18 years old, talented soccer player with intermediate English skills. The student's budget for tuition is USD13,000 per year and is looking for a sports scholarship. For more information, please contact Laura Refattti Laura.Refattti@trade.gov.

Saudi Arabia- Film
Award-winning filmmaker and assistant professor at Imam Abdulrahman Bin Faisal University (IAU), Mr. Maha al-Saati, is looking to build a film school at IAU and is looking for a university in the US to partner with and purchase the rights to their curriculum. For more information on IAU, visit <https://www.iau.edu.sa/en>. For more information, please contact Tareq Ghazal at Tareq.Ghazal@trade.gov.

 **U.S. COMMERCIAL SERVICE**
United States of America
Department of Commerce

2021 Education and Training Service Resource Guide

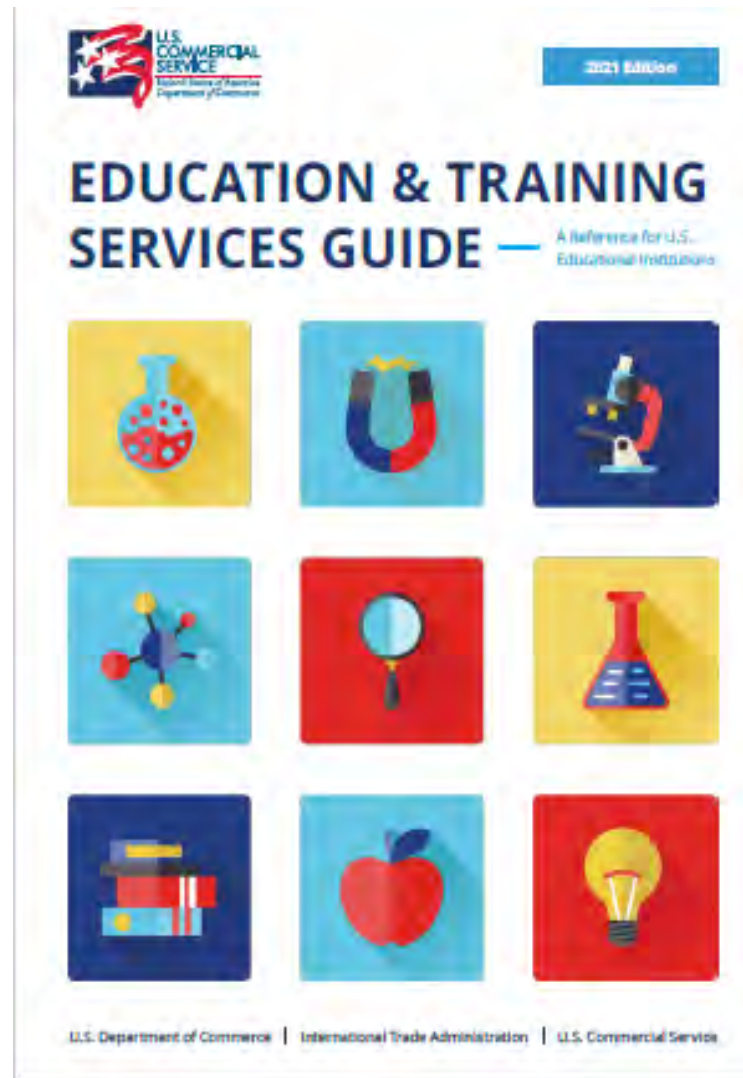


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<https://www.trade.gov/education-and-training-services-resource-guide>



CS Education Industry Website

Education & Training Services

Our team of U.S. and international education and training services industry specialists across 200 locations are dedicated to enhancing the global competitiveness of the U.S. education and training services industry through market intelligence, matchmaking opportunities, and export counseling.



Education & Training Services

Education

Professional Training Services

Education State Consortia

Education Technology

Research and Development Services

Contact Us

Get Industry Updates

Upcoming Education Events

Learn more about our upcoming events for educational institutions



Latin America Virtual Connection Program

Join the Latin America Virtual Connection program on May 24-28, 2021 to quickly build a network of reliable contacts throughout the region.

LEARN ABOUT THE VCP



Europe & Eurasia Educational Market Briefing

Join us on April 20th as we provide an update on the education market for the continent during the Europe & Eurasia Region Education Market Update Webinar featuring speakers representing the six regions of Europe & Eurasia.

REGISTER NOW



EdTech & eLearning Virtual Connection Program

U.S. EdTech companies and eLearning providers are invited to learn about new markets and find partner opportunities around the world through this virtual connection program. Find partners and explore markets from your desktop.

REGISTER NOW!

USA: A Study Destination



USA A Study Destination

USDOC education industry engagement aimed at boosting U.S. education exports by promoting the USA as a premier destination for international students to study.

- Providing tools and a platform for study state consortia to address challenges faced by increased global competition in the international education sector, and to foster economic growth.
- Working to convene public and private partners to develop promotion, recruitment, and market-entry strategies.
- Providing opportunities for study state consortia to participate in programming sponsored by the ITA and U.S. Commercial Service aimed at increasing U.S. educational service exports.

<https://www.trade.gov/education-state-consortia>



USA
A Study Destination

USA: A Study Destination

<https://www.trade.gov/education-state-consortia>

Study Alabama www.studyalabama.org	Study New York www.studynewyork.us	Ohio Higher Ed www.ohiointernational
Study California www.studycalifornia.us	Study Illinois www.studyillinois.info	Study Oregon www.studyoregon.com
Study Colorado www.studycolorado.org	Study Iowa www.studyiowa.org	Study Pennsylvania www.studypa.org
Study Connecticut www.studyconnecticut.us	Study Maine www.studymaine.net	Study South Carolina https://www.sctrade.org/study-south-carolina-1.html
Study Florida www.studyflorida.net/	Study Maryland www.studymaryland.org	Study Tennessee www.studytennessee.us
Study Hawaii www.studyhawaii.org	Study Massachusetts www.studymassachusetts.us/	Study Texas www.studytexas.us
Study Idaho www.studyidaho.us	Study Michigan www.studymichigan.us/	Study Utah www.studyutah.org
Study Missouri www.studymissouri.net	Study Minnesota www.studyminnesota.us	Study Virginia www.studyvirginia.us
Study New Hampshire www.studynewhampshire.us	Study Mississippi www.studymississippi.us	Study West Virginia www.studywv.org
Study New Jersey www.studynewjersey.us	Study Montana www.studymontana.org	Study Wisconsin www.studywisconsin.or



THANK YOU VERY MUCH!

Gabriela Zelaya

gabriela.zelaya@trade.gov



**U.S.
COMMERCIAL
SERVICE**

United States *of* America
Department *of* Commerce



INTERNATIONAL
TRADE
ADMINISTRATION

ITA

Industry & Analysis Resources

Rachel Alarid
International Trade Specialist
Office of Supply Chain, Professional, and
Business Services
Rachel.Alarid@trade.gov

Industry & Analysis (I&A)



I&A analysts devise and implement international trade, investment, and export strategies that strengthen the global competitiveness of U.S. industries.

I&A Resources: Top Markets



<https://next.trade.gov/top-markets>

ITA's Top Markets Series combines I&A's unique industry knowledge with the on-the-ground experiences of ITA's Global Markets/ Commercial Service international staff.

The Top Markets' Series analysis ranks future exporters' markets and offers commentary on opportunities and challenges facing exporters in key markets.

I&A Resources: Trade Data Analysis

I&A publishes a variety of trade-related statistics and tools for public use.

<https://trade.gov/trade-data-analysis>



I&A Resources: Strategic Partnership Program



[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)

<https://trade.gov/strategic-partnership-program>

The Strategic Partnership Program helps ITA to:

- Grow the U.S. exporter base;
- Support U.S. jobs at wages 13 to 18% higher than non-exporting firms;
- Target our products and services to the needs of American businesses; and
- Increase awareness of the benefits of international trade and foreign direct investment to the U.S. economy.

I&A Resources: Market Development Cooperator Program

ITA, through the Market Development Cooperator Program (MDCP), offers a limited number of awards to proposed innovative projects that address trade barriers, enhance industry competitiveness, and generate exports that create or sustain U.S. jobs.



<https://trade.gov/mdcp>

I&A Resources: Industry Trade Advisory Committees



Industry Trade Advisory Committees are public-private partnerships that engage business leaders for formulating U.S. trade policy.

Office of Supply Chain, Professional, & Business Service (OSCPBS)



[For U.S. Businesses](#) [For International Businesses](#) [About ITA](#) [Contact Us](#)

Search website...



[Home](#) | [About ITA](#) | [Office of Supply Chain, Professional and Business Services](#)

OFFICE OF SUPPLY CHAIN, PROFESSIONAL AND BUSINESS SERVICES



<https://trade.gov/about-us/office-supply-chain-professional-and-business-services>

Office of Supply Chain, Professional, & Business Service (OSCPBS)

The Office of Supply Chain, Professional and Business Services (OSCPBS) promotes and implements policies and programs that foster the competitiveness of the U.S. supply chain, professional, and business services sectors.

Industries that we cover include accounting; air services; architecture, construction, and engineering (ACE); cold chain; research and development, e-commerce, education, express delivery, franchising, retail, legal, management consulting, maritime, rail services, and trucking services.



INTERNATIONAL
T R A D E
ADMINISTRATION

Thank you!

Questions?



INTERNATIONAL
TRADE
ADMINISTRATION

The Advocacy Center

Barbara Farrar
Acting Executive Director
The Advocacy Center
U.S. Department of Commerce



INTERNATIONAL **TRADE** ADMINISTRATION

The **Advocacy Center** exists at the intersection between business and foreign policy, where commercial diplomacy efforts are required to let U.S. exporters compete fairly.

Our mission is to coordinate U.S. Government resources and authority in order to *level the playing field* on behalf of U.S. exporter interests as they compete against foreign firms for specific international public contracts.

The Advocacy Center also has Commercial Service liaisons to five **Multilateral Development Banks** to assist U.S. exporters and advocate on their behalf when they compete for Bank tenders.



INTERNATIONAL
TRADE
ADMINISTRATION

Relevance for Education Sector

Advocacy support may be appropriate for educational institutions that are:

- Providers of content or entire training courses to foreign governments, public universities or other institutions.
- Pursuing opportunities to host foreign government sponsored groups of students for education in the United States.
- Competing for foreign government sponsored research grants.



INTERNATIONAL
TRADE
ADMINISTRATION

USG Advocacy is

- Government-to-Government (G2G)
- A counter-weight to foreign government political pressure
- Intended to promote fairness in the tender process

The Advocacy Center and its guidelines were developed for project- focused, company specific issues.



INTERNATIONAL
TRADE
ADMINISTRATION

Advocacy Center Website

- Staff Listing
- Advocacy Guidelines
- Advocacy Questionnaire and Anti-Bribery Agreement

<http://www.trade.gov/advocacy>

Main Line: 202-482-3896

Barbara.farrar@trade.gov

**UNITED STATES
PATENT AND TRADEMARK OFFICE**



United States Patent and Trademark Office Resources

Miriam DeChant

Director, USPTO Global IP Academy (GIPA)

October 4, 2021: DOC Resources for U.S. Higher Education Institutions

UNITED STATES
PATENT AND TRADEMARK OFFICE



The United States Patent and Trademark Office (USPTO)

The USPTO is America's innovation agency

- Fostering innovation and economic growth
- Developing and promoting reliable, predictable, and high-quality intellectual property (IP) systems
- The USPTO is an agency of the U.S. Department of Commerce



IP Overview

Types of Intellectual Property (IP)

Historical foundation of intellectual property

Intellectual property (IP) is deeply rooted in our nation's history.



“The Congress shall have Power ... to promote the Progress of Science and useful Arts, by securing for limited Times to Authors and Inventors the exclusive Right to their respective Writings and Discoveries ... ”

- U.S. CONSTITUTION ARTICLE 1,
SECTION 8, CLAUSE 8



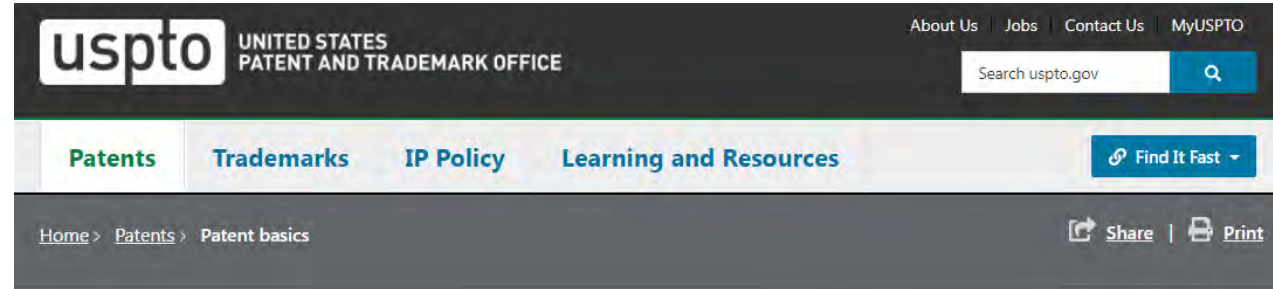
Types of intellectual property

 Patent New, inventive ideas 	 Trademark Identifies the origin of goods or services 	 Copyright Creative expression stored in a tangible form 	 Trade secret Any information that is valuable & kept confidential 
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Developing an IP strategy

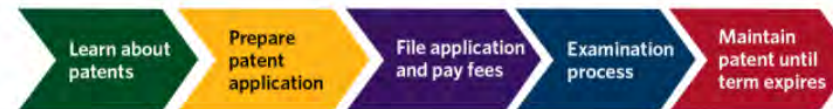
- Assess your company's IP assets and prioritize
- Know your competition
- What's the pace of innovation and opportunities for growth?
- Determine the best way to protect your IP
- Develop a plan, set goals, and implement
- Get help!

Other USPTO assistance and resources



Patent basics

Patent life cycle



For more detailed information on the patent application process, review the [USPTO Patent Application Initiative Timeline](#).



The essentials

- > What is a patent?
- > Do I need a patent, a trademark, or a copyright?
- > What kind of patent do I need?
- > How long does it take?
- > How much does it cost?
- > Do I qualify for reduced fees?



Understand the process

- > Patent process step-by-step
- > Patent system demystified
- > Inventors Assistance Center
- > Inventor and entrepreneur resources



Prepare to file

- > Seven step patent search strategy
- > [Application Assistance Unit](#)
- > In person help
- > Finding a patent attorney
- > Filing a patent on my own
- > How to conduct a preliminary U.S. patent search [video]

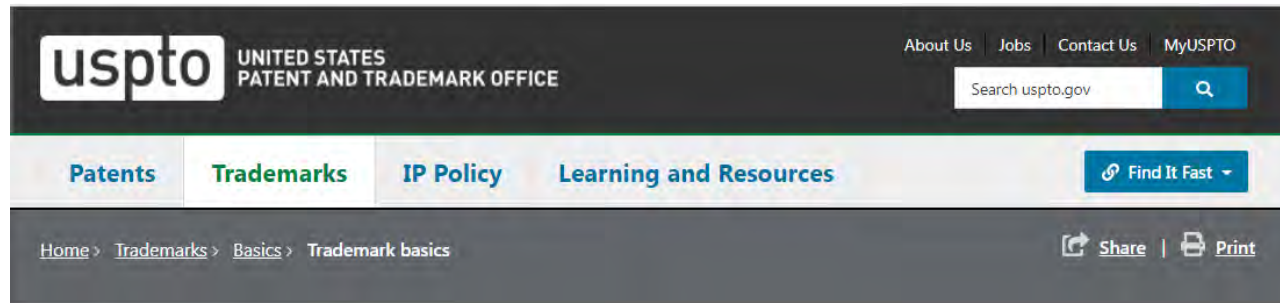


After a patent is granted

- > Maintain your patent
- > Licensing a patent

www.uspto.gov/patents/basics





Trademark basics



Do you have a name or logo you're using to advertise your business? You might have a trademark. Learn how to protect it through the federal registration process.



Learning the essentials

- > What is a trademark?
- > Trademark, patent, or copyright
- > Trademark examples
- > Scope of protection
- > Strong trademarks
- > Why register your trademark?
- > Online trademark tools



Understanding the process

- > Do I need an attorney?
- > How long does it take to register?
- > Checking status
- > Examination of your application
- > Approval for publication



Preparing to file

- > Why search for similar trademarks?
- > Application requirements
- > How much does it cost?
- > Application filing basis
- > Goods and services
- > Drawings and specimens

www.uspto.gov/trademarks/basics



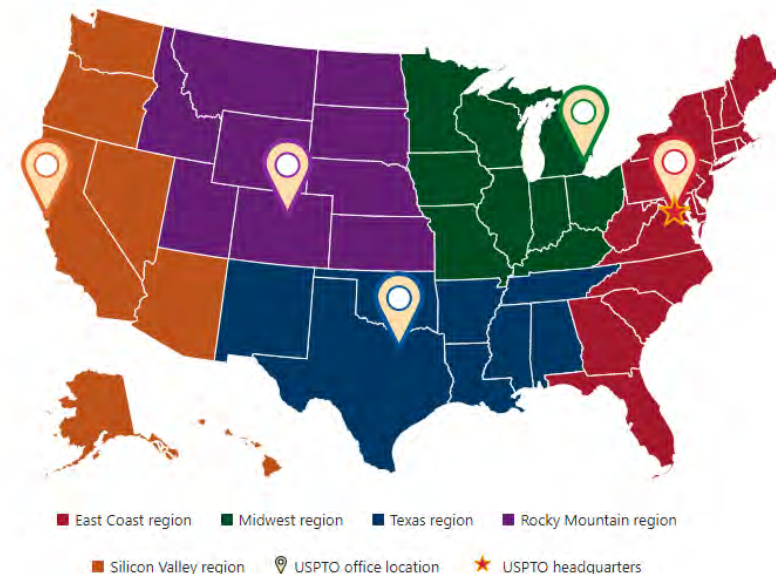
Find help in your U.S. state

- Resources and assistance in your state for filing for a patent or registering a trademark
- Free patent and trademark legal assistance
- Learn to search inventions and trademarks
- Attend events in your region
- Network with inventor and entrepreneur organizations in your state
- Accessible via uspto.gov homepage
 - New to IP? Find help in your [area](#)

Inventor and entrepreneur resources by state

There are lots of resources and assistance to make filing for a patent or registering a trademark easier, more affordable, and ultimately result in strong legal protection for your invention or brand. For example, if you can't afford an attorney, there are several programs that provide free legal representation. Use the map below to find out what is available in your state or at your regional office.

And remember, our [Inventor and entrepreneur resources page](#) is the USPTO hub for resources and information for inventors, entrepreneurs, and small businesses.



IP events

- The USPTO provides IP training and outreach on a regular basis.
- Join us at an upcoming event or access materials from recent events for free to gain more in-depth knowledge about patents, trademarks, trade secrets, copyrights, commercialization of IP and enforcement of intellectual property rights.

www.uspto.gov/about-us/events





Thank you!

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571.272.5850

www.uspto.gov

U.S. Department of Commerce Resources to Assist U.S. Higher Education Institutions

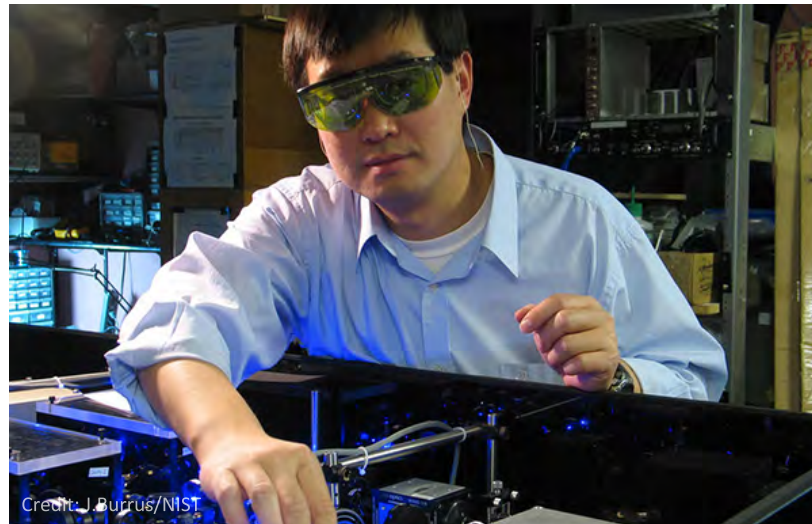
National Institute of Standards and Technology (NIST)

Claire Saundry, Ph.D.
Director, International and Academic Affairs
October 4, 2021

NIST Mission



To promote U.S. innovation and industrial competitiveness by advancing **measurement science, standards, and technology** in ways that enhance economic security and improve our quality of life



NIST AT A GLANCE

Industry's National Laboratory



Workforce of ~7,000

- 3,500 NIST employees
- ~3,500 associates
- 5 Nobel Prizes



\$1 Billion total budget

- \$788 M NIST Laboratory Programs
- \$150 M Manufacturing Extension Partnership
- \$16.5 M Manufacturing USA
- \$2.5 M Baldrige Perf. Excellence Program



Nationwide public-private partnerships

- 10 collaborative research institutes
- 51 MEP centers
- 16 Manufacturing USA institutes



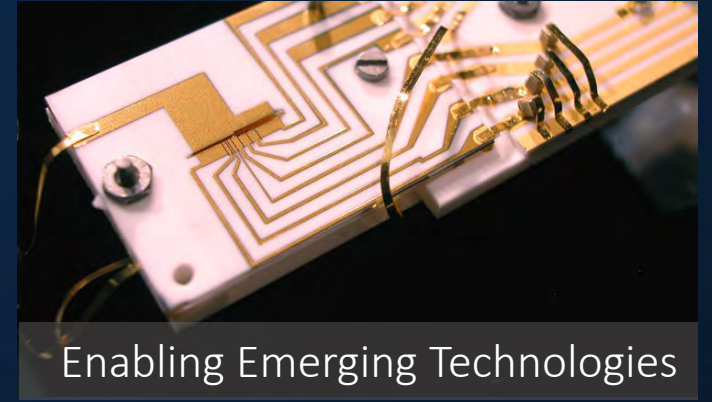
Standards leadership for the Nation

- 400+ technical staff lead and participate
- 110+ standards development organizations
- High-profile USG roles in 5G, AI, and quantum

47:1 direct benefit to cost ratio for every tax dollar invested in NIST

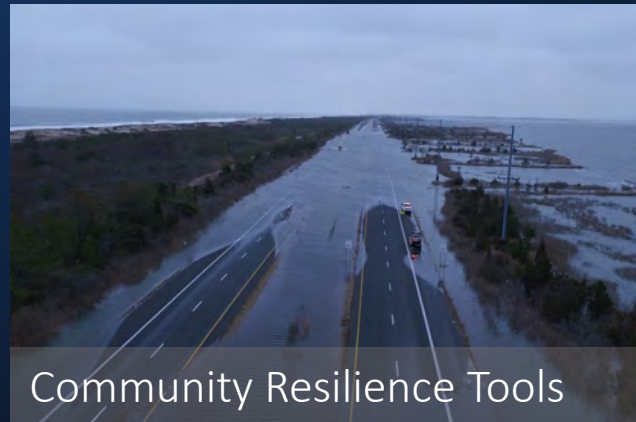


Vaccine Storage Technologies



Enabling Emerging Technologies

W I D E R A N G I N G I M P A C T S



Community Resilience Tools



Assisting Small Manufacturers

Ensuring U.S. Leadership in Critical Technologies



NIST continues to expand research efforts in the industries of the future and to strengthen U.S. standards leadership



Quantum Science

New quantum networking grand challenge will build on NIST world-leading science, while NIST expands industry partnerships in the Quantum Economic Development Consortium



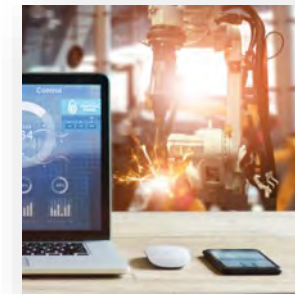
Artificial Intelligence

Leading efforts to prioritize and address key AI standards needs while developing training and testing tools for research domains from materials science to robotics



Advanced Communications/5G

AI-enabled measurement systems to support wide deployment of 5G wireless technologies, Participating and leading in 5G standards development



Advanced Manufacturing

Providing technical support and key infrastructure to the nation's manufacturing industries as they strive to out-innovate global competitors



Engineering Biology

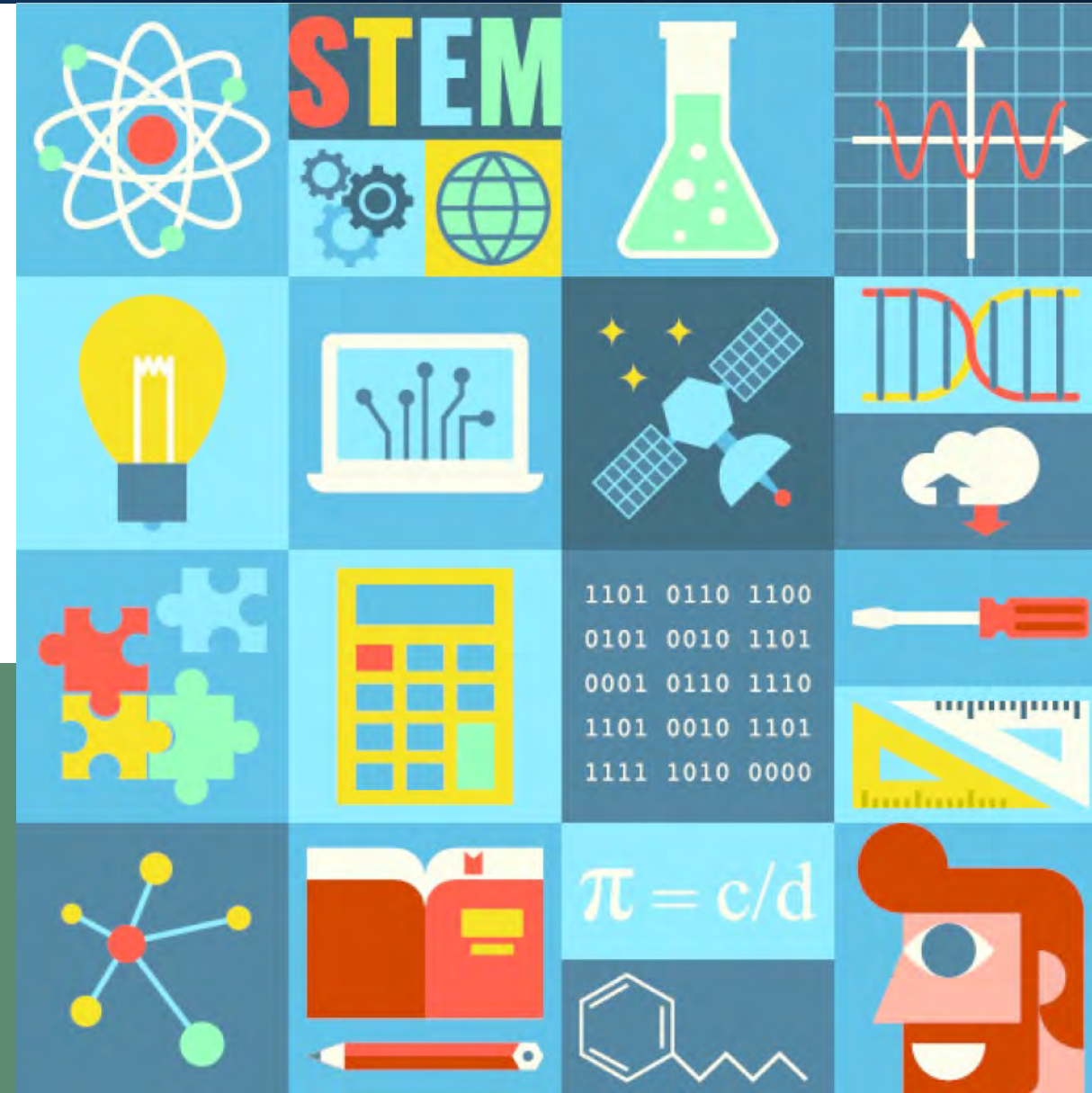
Living Systems Foundry for safe, predictable design and control of biological systems

Mission in STEM Education

NIST

To develop a diverse, world-class pool of scientists and engineers to support NIST's mission in measurement science and standards research, and to support the development of a general population that understands and appreciates measurement science and standards.

The development and support of highly-skilled, talented people is an integral component of U.S. economic strength



Summer Undergraduate Research Fellowship Program (SURF)



SURF benefits:

- \$5500 stipend for an 11-week fellowship or \$500/week
- Housing and travel subsidy; local commuting subsidy
- Invaluable connections and experience for graduate school or a career in STEM
- Seminars from world-class researchers, lab tours, Capitol Hill visits, and other one-of-a-kind opportunities throughout the summer



11 weeks of hands-on research and mentoring in NIST laboratories.



Eligibility: US citizen, STEM undergraduate, good academic standing, considering graduate school or career in STEM.



For more information:
<https://www.nist.gov/summer-undergraduate-research-fellowship-surf>

Graduate Student Measurement Science and Engineering (GMSE) Fellowship Program



GMSE benefits:

- \$20,000 annual stipend, tuition coverage, and summer salary at NIST
- Over 100 participating universities
- Invaluable connections and experience, links between university research groups and NIST



Graduate level internship with flexible timeframes, ranging from a single summer to an entire graduate research program. Partnership with the Graduate Fellowships for STEM Diversity (GFSD).



Eligibility: U.S. citizenship, accepted at a participating GFSD-member school, in a full-time program for a graduate degree in physical sciences or related engineering fields.



Application information:
<https://stemfellowships.org/applicants/>

For more information:
<https://www.nist.gov/iaao/academic-affairs-office/nist-graduate-student-measurement-science-and-engineering-gmse>

Professional Research Experience Program (PREP)



Collaborative research relationship between NIST and U.S. institutions of higher education in a variety of STEM disciplines. Applicants must be affiliated with a participating university.

Stipend and other benefits dependent on category: undergraduates, post-bachelor's degree, graduate students, master's degree holders, postdocs, research faculty.

For more information:

<https://www.nist.gov/iaao/academic-affairs-office/nist-professional-research-experience-program-prep>



NRC Postdoctoral Research Associateship Program



- Two-year temporary appointments for outstanding scientists and engineers.
- Bi-annual competitive program (February and August)
- Awardees chosen through a national competition administered by the National Research Council of the National Academy of Sciences.
- Awardees must be US citizens and have held their Ph.D. less than five years at time of application.
- Annual Salary of ~\$72,030, plus \$3k travel.

To apply: <http://sites.nationalacademies.org/pga/rap/>

For more information:

<https://www.nist.gov/iaao/academic-affairs-office/nist-nrc-postdoctoral-research-associateships-program>



THANK YOU

An Introduction to the Bureau of Industry and Security

- Lani Tito, Export Administration Specialist
- Bureau of Industry and Security
- October 4, 2021



U.S. DEPARTMENT OF COMMERCE
BUREAU OF INDUSTRY AND SECURITY



U.S. Export Controls

U.S. export controls are intended to advance U.S. national security, foreign policy, and non-proliferation goals.

Key U.S. Regulatory Agencies:



Bureau of Industry and Security (BIS):
Most commercial items and defense items not controlled by DDTC

www.bis.doc.gov



Directorate of Defense Trade Controls (DDTC):
Critical defense articles and services

www.pmddtc.state.gov/



Office of Foreign Assets Controls (OFAC):
Economic and Trade Sanctions

www.treasury.gov/resource-center/sanctions



Bureau of Industry and Security

- Mission: Advance U.S. national security, foreign policy, and economic objectives by ensuring an effective export control and treaty compliance system and promoting continued U.S. strategic technology leadership.
- Export Administration Regulations (EAR) – Title 15 CFR Parts 730 to 774





Possible Examples of Export Controls in Higher Education

- A professor takes a university laptop or research to a conference in a foreign country.
- A university partners with an overseas organization on a joint research project.
- A foreign national student/researcher/visiting professor participates in a university research project in the United States.

Question: Is an export license required?




Department of Commerce Webinar Series for U.S. Higher Education Institutions

U.S Export Controls and Compliance for U.S. Academia and Research Institutions

- October 20, 2021 at 2pm ET (11am PT)
- Overview of the Export Administration Regulations
- Elements of an Effective Export Compliance Program



BIS website - <https://bis.doc.gov>



Bureau of Industry and Security
U.S. Department of Commerce
Where Industry and Security Intersect

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On December 13, 2019, Deputy Assistant Secretary Borman participated in the European Union Export Control Forum in Brussels, Belgium



Addition of Software Specially Designed to Automate the Analysis of Geospatial Imagery to the Export Control Classification Number 0Y521 Series, published 01/06/20 (85 FR 459)



On December 13, 2019, Deputy Assistant Secretary Borman participated in the European Union Export Control Forum in Brussels, Belgium




Temporary General License: Extension of Validity, effective November 18, 2019

Would you like to...


Select from the list below:
Speak to an Export Counselor

New to Exporting?




Information for small and new-to-export companies

Consolidated Screening List



The following list may be relevant to your export or reexport transaction

Exporter Portal



Everything you need to know about exporting

In The News



BIS Newsroom

Report Violations



Reporting Possible Violations



Introduction to Export Controls



Bureau of Industry and Security
U.S. Department of Commerce
Where Industry and Security Intersect

HomeAbout BISRegulationsLicensingEnforcementCompliance & TrainingPolicy GuidanceAdd'l ProgramsData

Introduction to Export Controls

Export regulations apply to organizations of all sizes, including one-person operations and private individuals exporting items to family and friends. The Bureau of Industry and Security (BIS) regulates exports of most commercial items and some defense items through the Export Administration Regulations (EAR).

"Export Controls: A Quick Start Guide" provides an overview of the Export Administration Regulations to help you get started.



Click on the links below for additional BIS training resources and to contact BIS directly.



Training Room
Online Training Room:
Training videos on the Export Administration Regulations



Export Control Basics:
Introductory brochures on BIS Export Controls



BIS Training Calendar:
BIS Seminars and Events



Contact Us:
Send an email directly to a BIS counselor for further assistance



Exporter Portal:
Additional information and resources

In addition, the [U.S. Small Business Administration](#) provides business, financial, and marketing counseling and mentoring to help strengthen small businesses, and the [International Trade Administration](#) provides assistance with planning international sales strategies to succeed in today's global marketplace.

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BIS Online Training Room:

<https://www.bis.doc.gov/index.php/online-training-room>



Export Controls: A Quick Start Guide
Video with Audio Descriptions



Export Controls: Classifying Your Item
Video with Audio Descriptions



Creating an Effective Export Compliance Program
Video with Audio Descriptions



SNAP-R: How to Setup an Account
Video with Audio Descriptions



SNAP-R: Classification Requests
Video with Audio Descriptions



SNAP-R: License Applications
Video with Audio Descriptions



An Introduction to Specially Designed
Video with Audio Descriptions



Deemed Exports
Video with Audio Descriptions



License Exceptions
Video with Audio Descriptions



How to Successfully Apply for
Licenses for Biological Items
Video with Audio Descriptions



Reexports and Offshore Transactions
Video with Audio Descriptions



Questions?

Washington DC

202-482-4811

BIS Western Regional Office

Irvine, CA: 1-949-660-0144

San Jose, CA: 1-408-998-8806

Questions about Red Flags or other potential enforcement problems?

BIS Office of Export Enforcement Hotline 1-800-424-2980

<https://bis.doc.gov>

Any 1.1 Questions

Join Us for the Series

U.S. Department of Commerce Resources Webinar Series for U.S. Higher Education Institutions

- [October 6, 2021 at 2PM Eastern/11AM Pacific: Trade Data, Market Research, and U.S. Government Advocacy Support to Assist U.S. Higher Education Institutions](#)
- [October 13, 2021 at 2PM Eastern/11AM Pacific: Protecting Your Assets: USPTO and NIST Share Insights and Strategies for Protecting a University's Research Assets](#)
- [October 20, 2021 at 2PM Eastern/11AM Pacific: U.S. Export Controls and Compliance for U.S. Academia and Research Institutions](#)
- [October 20, 2021 at 3:45PM Eastern/1:45PM Pacific: AUECO Panel: A Practitioner's Perspective to Export Compliance for Universities](#)

THANK YOU VERY MUCH!

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**U.S.
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United States *of* America
Department *of* Commerce