



Thank you for your interest in Exceletrate's ITAR support and products. We offer a broad spectrum of International Traffic in Arms Regulations (ITAR) and international business support with years of experience throughout the world as a developer, exporter and ITAR service provider. Our ITAR support includes training, compliance, licensing/agreements, consulting, disclosures and exporting. Our services are customized to meet your specific needs and requirements.

We have found that the most cost effective approach to working with our customers is on an hourly rate basis. Of course each customer is unique but for the majority of our work an hourly rate with a not to exceed amount works the best.

ITAR SERVICES

Our support services span the full spectrum of defense exporting and can be tailored as required. A brief description of each is provided as follows:

Consulting: General export and import consulting which can include guidance in the ITAR, Export Administration Regulations (EAR), registration, export/import licenses, agreements, exemptions, commodity jurisdiction requests, USML/ECCN applicability, self determination statements, technology control plan (TCP), voluntary disclosure, and other ITAR or EAR export/import services.

License Development (DSP-5, DSP-61, DSP-73, etc.) – Licenses under the ITAR are used to move controlled physical items out of and temporarily into the United States. Work can include the license development, end use statement, DSP-83, addendums and amplifying data, etc. Additional guidance is provided for license submittal to Directorate of Defense Trade Controls (DDTC), proviso implementation, execution/shipment and maintenance under your registration. Once submitted, licenses can take 2-8 weeks for approval, depending on circumstances.

Agreement Development (TAA/MLA/WDA) – An Agreement is used when technical assistance, manufacturing information or warehouse distribution needs to be established with a foreign party. Agreements are typically more involved to prepare than licenses with the term "TAA" being a catch-all phrase in the industry. Our work can include the development of the agreement, transmittal letter, empowered official certification letter, DSP-5 vehicle, initial export letter, amplifying data and supporting material. Additional guidance is provided for agreement submittal to DDTC, proviso implementation, execution and maintenance under your registration. Once submitted, agreements can take 2-8 weeks for approval, depending on circumstances.

Commodity Jurisdiction Request (CJR) (DS-4076) - A CJR is obtained to determine if your commodity is controlled by the ITAR. Our support includes development of the DS-4076 including commodity

description, product origin, sales and miscellaneous information. Additional guidance or representation is provided for CJR submittal and follow up negotiations with DDTC.

Voluntary Disclosure – Work includes the technical research and determination of the violation that occurred, then breaking it into a concise write up for DDTC review. Our proven format includes a technical overview of the product, description of the violation and corrective actions that will be taken by your organization towards compliance in the future.

International Business Support: Conducting business internationally can present a very unique set of circumstances regarding business practices, culture, payments, contracts and execution, just to name a few. Excelerate can apply our vast array of experience to ensure that the business effectively executes across international boundaries.

ITAR PRODUCTS

Technology Control Plan (TCP) – A TCP is required for all defense companies even those that manufacture with no export activity. Our TCP is a turnkey document based on Defense Trade Control (DTC) requirements, adherence to the ITAR, industry best practices and years of Quality Engineering, Business Systems, and Operations Management implementation. The elements of the TCP include corporate policy, employee training, control of articles and services, foreign travel, foreign visitors and key staff roles.

Automated Compliance Evaluation System (ACES) – Complete evaluation system that is an interactive questionnaire. It scores the performance of the facility and supporting documentation to the requirements of the Technology Control Plan.

TERMS & CONDITIONS

Excelerate's hourly rate for services is \$160. Any additional expenses will be discussed with the customer ahead of time. We will estimate the amount of time expected for the task required. Work begins when we receive a purchase order (PO) for a maximum number of hours which Excelerate will bill against, on a monthly basis, as work is performed. All work is billed in quarter hour increments.

Excelerate prefers payment by credit card but will accept payment by check. All payments are 30 days NET with an invoice emailed to the point-of-contact indicated by the customer. Excelerate accepts Master Card or Visa with the full name, credit card number, expiration date, CV number and billing address required for payment.

Please see our training flyer as well to ensure you have adequate ITAR training coverage for your company.

Excelerate practices strict customer confidentiality. We will be pleased to sign a non-disclosure agreement as required but you can rest assured that your business information remains secure.