



# Solution Blueprints

Completed project solutions

---

Prepared for: *Knowledge Repository*  
16<sup>th</sup> Oct 2020



## Topic

- Brokering for different regions and ITAR Part 130 (US-specific)

## Business goal

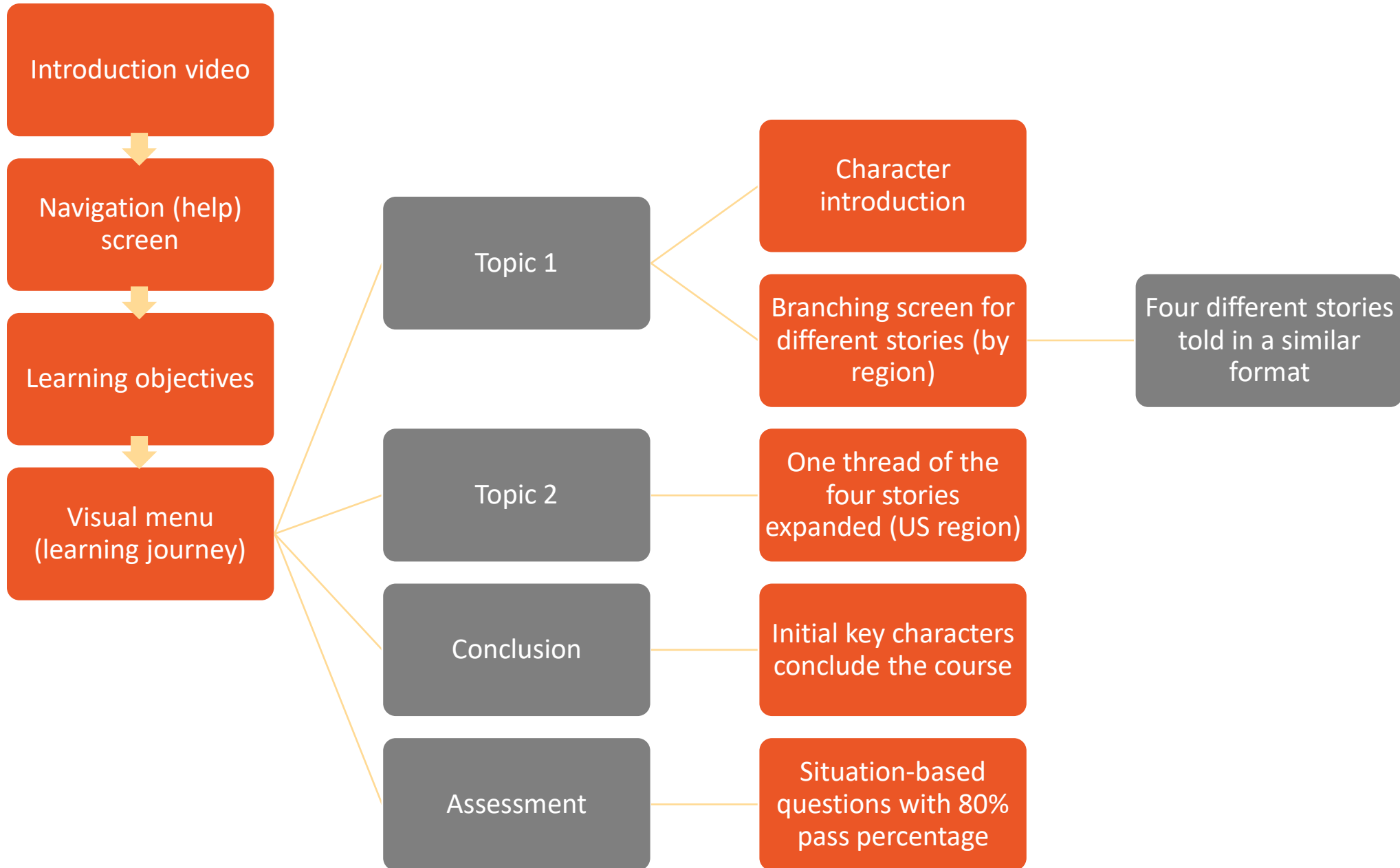
- Making employees aware of brokering and ITAR Part 130, and apply these in their role at Airbus

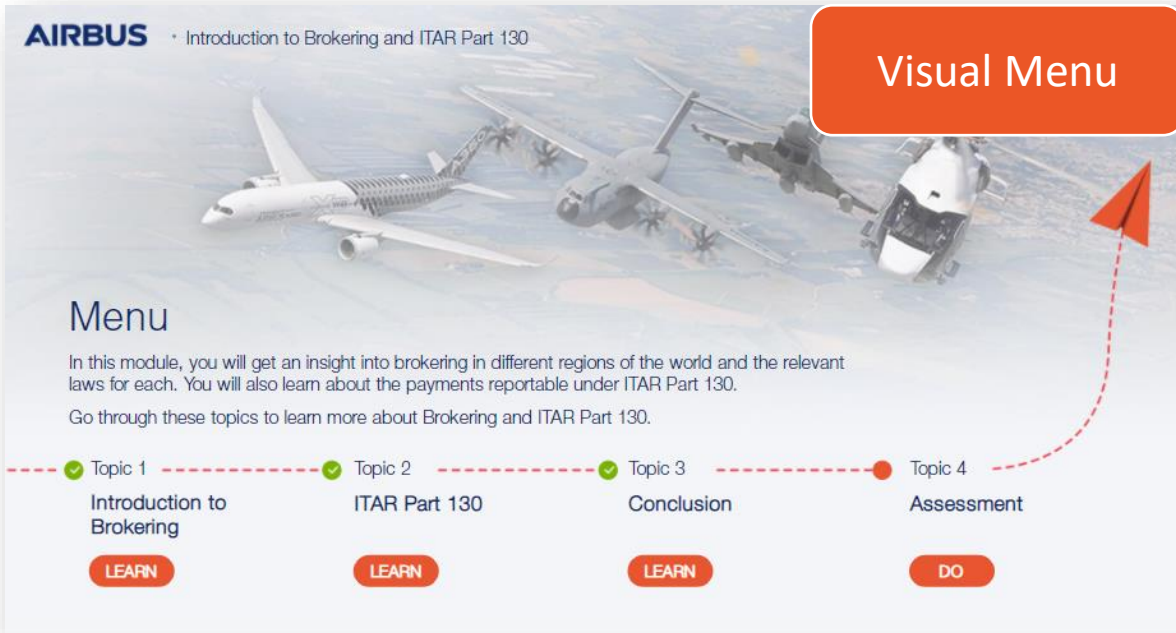
## Approach

- Two key characters sharing their experiences in these regions through compelling storytelling

## Key Highlights

- Story-based narrative
- Fully audio driven approach
- Scenario-based knowledge checks
- Intuitive interactivities
- Reminders and notes at logical junctures
- Well-chunked content
- Infographics
- Conversations
- Diverse visual layouts and templates





**AIRBUS** · Introduction to Brokering and ITAR Part 130

### Visual Menu

## Menu

In this module, you will get an insight into brokering in different regions of the world and the relevant laws for each. You will also learn about the payments reportable under ITAR Part 130. Go through these topics to learn more about Brokering and ITAR Part 130.

- Topic 1: Introduction to Brokering (LEARN)
- Topic 2: ITAR Part 130 (LEARN)
- Topic 3: Conclusion (LEARN)
- Topic 4: Assessment (DO)

A red dashed line with an arrow points from the 'Assessment' topic to the 'Visual Menu' label.



**AIRBUS** · Introduction to Brokering and ITAR Part 130

### TOPIC 1: INTRODUCTION TO BROKERING

## Branching screen

## Introduction

Brokering may have different definitions across the world.

Select each region to view the case studies and understand what they reveal.

- The European Union
- EU Member States
- The United Kingdom
- The United States

A world map is shown at the bottom of the slide.

Airbus Internal | Select next to continue.

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 1: INTRODUCTION TO BROKERING 5 / 24

## Introduction

**Meet Yvonne and Richard**

They are Export Control Officers who help employees with their export control queries.

They have compiled a few case studies from different regions applicable to brokering to help set basic guidelines for individuals involved in brokering transactions.

[Get started](#) >>



Richard Yvonne

Airbus Internal

Overarching characters

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 1: INTRODUCTION TO BROKERING - THE UNITED STATES 5 / 24

## Remember

- Even in civil programs you should confirm that no military or strategic goods are involved before facilitating or arranging any transaction that could result in the transfer of material from one country to another or between third parties outside the EU.
- In some cases, such as for brokering of military goods under US ITAR controls, the broker may need to register with the US government beforehand as well.



Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 1: INTRODUCTION TO BROKERING - THE UNITED STATES 5 / 24

## When Do Brokering Controls Apply?

① Select the questions to view the answers.

- Which divisions of Airbus are brokering controls most applicable to? >
- Do brokering controls apply to civil items? >
- What do brokering controls mostly require? >
- Are there any records that brokers should maintain? >

Yvonne and Richard compiled a list of common brokering questions and their answers.



Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING - EU MEMBER STATE 5 / 24



## EU Member State Military Example

Paulina  
French National Employee  
Location: France  
[View what Paulina's new job role involves >](#)



Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING 6 / 24

## Managing Brokering Issues Day-to-Day

Airbus employees must take steps to manage applicable brokering issues in their role at Airbus.

① Select the employees to view the best practices.



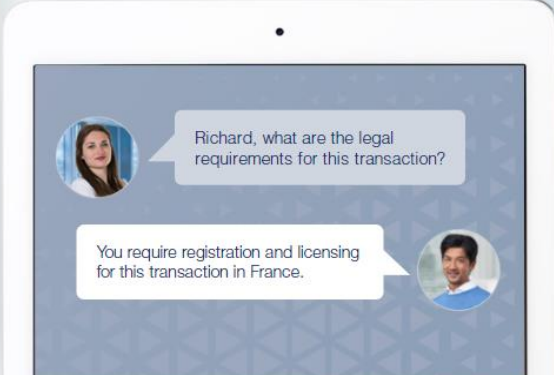
Kwan Lucas

Select next to continue.

Story-based screens and characters

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING - EU MEMBER STATE 5 / 24

## EU Member State Military Example



Richard, what are the legal requirements for this transaction?

You require registration and licensing for this transaction in France.

Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING 6 / 24

## Managing Brokering Issues Day-to-Day

Airbus employees must take steps to manage applicable brokering issues in their role at Airbus.

① Select the employees to view the best practices.



Arnold Paulina

Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 2: ITAR PART 130 15 / 24



## Managing ITAR Part 130 Issues in Your Role

Lucas kept Richard informed of the following developments.

ⓘ Drag the slider to view the developments.

While going through the records, Lucas identified an issue that may be a potential ITAR Part 130 compliance failure.

View key takeaways

Airbus Internal

Continuing the thread for one region (ITAR Part 130 is US-specific)

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 2: ITAR PART 130

## Introduction to ITAR Part 130



Compliance with ITAR Part 130 is mandatory. Non-compliance can lead to severe penalties.

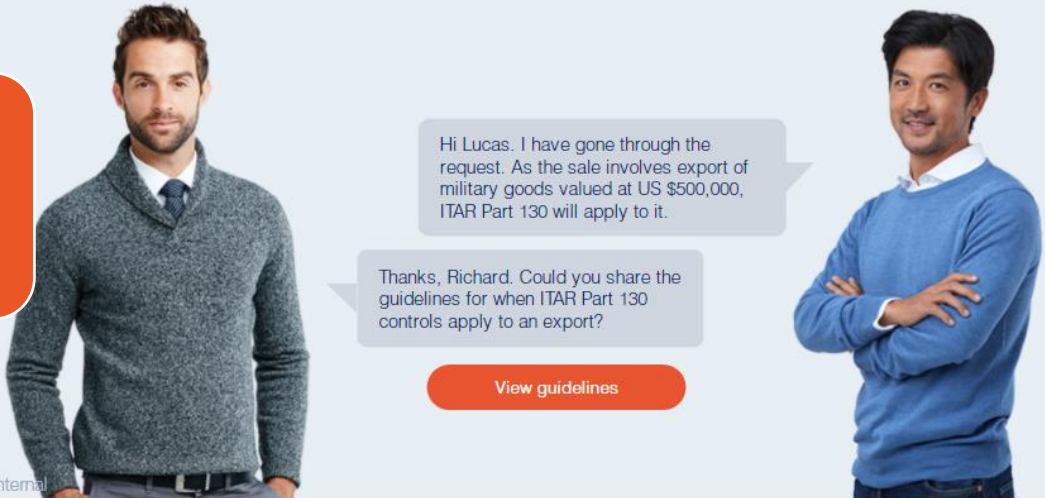
- Revocation or denial of export and/or import privileges
- Denial of access to government contracting
- Reputational damage
- Fines

Select next to continue.

Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130

TOPIC 2: ITAR PART 130 7 / 24



Hi Lucas. I have gone through the request. As the sale involves export of military goods valued at US \$500,000, ITAR Part 130 will apply to it.

Thanks, Richard. Could you share the guidelines for when ITAR Part 130 controls apply to an export?

View guidelines

Airbus Internal

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
 TOPIC 1: INTRODUCTION TO BROKERING - THE EUROPEAN UNION 5 / 24

### EU Brokering: Who It Applies to

Susan and Victor work from different locations but are involved in brokering transactions. Which of them will be subjected to brokering under the EU dual-use regulation?

📌 Select an option and then select Submit.



**Susan (from France)**

Arranging the sale of a dual use item from Cambodia to Brazil



**Victor (from UK)**

Arranging the sale of a dual use item from South Korea to Austria

**SUBMIT**

Airbus Internal

Scenario-based questions

**AIRBUS** · Introduction to Brokering and ITAR Part 130  
 INTRODUCTION TO BROKERING - THE EUROPEAN UNION 5 / 24

### EU Brokering: What It Applies to

Susan is arranging the transfer of the following items between different third countries. Which of them should be covered under the EU dual use brokering laws?

📌 Select the correct options and then select Submit.

- Aerospace GPS navigation systems
- Imaging sensors
- Laptop computers
- Aluminium tubing

**SUBMIT**



Airbus Internal




**AIRBUS** · Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING - THE UNITED STATES 5 / 24

## US Arms Brokering Example 2

In France, Yvonne is helping Serena, a US national employee of Airbus. Serena has received a request to arrange the manufacture, sale or transfer of reconnaissance Unmanned Aerial Vehicle ("UAV") on behalf of an Airbus customer.

Continue >



Airbus Internal

Scenario-based questions

· Introduction to Brokering and ITAR Part 130  
TOPIC 1: INTRODUCTION TO BROKERING - THE UNITED STATES 5 / 24

## US Arms Brokering Example 2

What should be Yvonne's resolution to the request?

- Select an option and then select Submit.
- Advise Serena that she may require registration and licensing under US law.
- Advise Serena that as she is not located in the US, she does not need a licensing under US law.

SUBMIT



Airbus Internal

Select next to continue.