

AWARDS 2017

The WorldECR Awards recognise the achievement of export controls and sanctions professionals.

While some professionals may bemoan the quotidian regularity of their jobs, one senses sometimes that those in our fields wouldn't mind a dose of it – just to break the routine of unpredictability. I exaggerate. In reality, we know that for trade compliance people, managing change – corporate, legal, geopolitical, technological – is very much what drives them.

Uncertainty and surprise create the conditions that are conducive in bringing out their expertise, training and professional instincts. Both have been much in evidence in the past year: a radically different US administration, the drawing to a close of Export Control Reform, great uncertainty over the state of play of sanctions regimes against Iran, Cuba and Russia, and the general trajectory of foreign policy.

We received some really stunning submissions for many of the categories in this year's Awards across all the spectrums – from private practice and industry but also government – and we think there's a lot to learn from the insight the Awards give us into the nature of what really happens in the world of export controls and sanctions.

For compliance professionals at the top of their game, excelling means helping their client companies take advantage of opportunities that exist, not closing them down in the face of onerous red-tape – but all the while understanding and abiding by not only the letter of the law, but the underlying rationale, the policy decisions and ethical considerations that guided the drafting hand. These people, frequently, are the unsung heroes behind many corporate successes.

Other lessons to draw from the awards: size isn't everything! We know that there is compliance excellence to be found in law firms which number a handful of partners who happen to have eschewed 'big firm' life, just as there is in companies which may struggle to describe themselves as 'multinational'. The veritable (and enviable) youth of many of those put forward shows us also that, perhaps more so each year, trade compliance is regarded as an

exciting profession, attracting fine young minds looking to put their 'Millennial' skills to work (and it certainly provides that opportunity.)

And a final observation. There is a real sense of community in the trade compliance world. Yes, their employers or firms may be closely looking at corporate or legal rankings, but there's a genuine desire amongst the *WorldECR* constituents for sharing best practice and experience (even if keeping the 'secret sauce' ingredients to themselves).

Thank you to everyone who contributed submissions, responded to our follow-ups, and generally abided with us. And as in previous years, we're particularly grateful to our Panel of Judges for the time they generously afforded us, and the acumen they exercised whilst doing so.

Tom Blass
Editor, *WorldECR*

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Export Controls Controls Consultant of the Year

Runner-Up: BPE Global

BPE Global is a women-owned, women-operated San Francisco, California-based global trade consultancy, offering 'on-demand, flexible and focused' services. Clients speak of the team's 'passion' for what they do. The company has four consultants: Beth Pride (president, a popular and well-known 'global trade evangelist') plus directors Julie Gibbs, Gabrielle Griffith and Renee Roe.

The team supports customers in every industry except government and has a truly global client base. Clients are leaders in aerospace, defence and industrials; consumer products and services; energy and power; financial; healthcare; high technology; materials/renewable commodities; telecoms and service providers.

The team offers expertise in

- Determining jurisdiction
- Country-specific controls
- Global product classification
- Export licence and export permit determination and applications
- Technology transfers / deemed exports
- Export declaration preparation and submission (EEI, AES)
- Restricted party screening
- Country research for country-

- specific export regulations
- Freight-forwarder standard operating procedures
- Voluntary self-disclosure preparation
- Selection and integration of a global trade management system
- Online and in-person export training development and delivery
- Policy and procedure development
- Auditing, M&A assessments

The team is committed to going the extra mile for its clients. Beth Pride says: 'One of my favourite experiences was getting a call on 4 July from a private equity firm telling me they were acquiring three divisions of a \$4 billion medical device company. They had just

realised that trade compliance was an essential part of ensuring a successful close on 31 July. The divisions were exporting and importing from/to 159 countries. The private equity firm engaged BPE Global to set up their global trade compliance operations by 31 July. All three new companies were up and running without any supply chain disruptions on 1 August. We worked with each of the new companies, overseeing their global trade compliance operations for the next six months. We helped hire and train trade compliance personnel and each company was able to run their operations on their own within nine months of close.'

Now that's what we call impressive.



The team at BPE Global: from left to right, Julie Gibbs, Gloria Casey, Renee Roe, Beth Pride and Gabrielle Griffith.

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