



Export Basic Training



Global Export Trade
Version 7.0 2013June

Agenda

- GET presentation and responsibilities
- Why do we have export controls?
- What is an export?
- Why do we have export holds?
- What products are subject to export licenses?
- Websites/Tools of interest

Please note: The materials in this presentation are intended to assist Cisco internal and external customers gain a better understanding of export controls at Cisco and do not constitute legal advice

The Role of Global Export Trade

Global Export Trade directs and counsels parties involved in Cisco's Exports. Our goal is to *facilitate and expedite* worldwide trade in the most effective and efficient manner by *proactively* observing all international rules and regulations regarding export.

What does export do?

- Complete party information and denied/restricted parties check
- Embargoed/restricted country checks
- Classify products (orderable product numbers) prior to shipment
- Local country and US licenses

Export Jurisdiction

- U.S. Export Control Laws apply to:
Export and re-export of goods and technology (by phone, fax, download, technical assistance, etc.) from the U.S.
- Local export laws also apply to each order, based on booking entity and shipping point
- Compliance with local regulations is mandatory, as is compliance with US export and re-export regulations [applicable to both Cisco and it's partners]

What is an export?

- An export is the delivery of an item to a party in a place (generally crossing borders)
- Controlled items include, but are not limited to, the following:
 - Product hardware
 - Product software (including downloads)
 - Product “how-to” technology

Key Prohibitions (most important)

- Exporting to embargoed countries is prohibited (Cuba, Iran, North Korea, Sudan and Syria - subject to change)
- Exporting to certain listed persons or entities is prohibited even in non-embargoed countries

<http://www.bis.doc.gov/ComplianceAndEnforcement/ListsToCheck.htm>

- Exporting for prohibited end-uses (chemical, biological WMD) is not permitted even if neither the country nor the end-user is listed
- Exporting with knowledge that a diversion is about to occur is prohibited
- Key point: know your customer and their intended end-use:

<http://www.bis.doc.gov/Enforcement/knowcust.htm>

<http://www.bis.doc.gov/Enforcement/redflags.htm>

Notes on Products

- Products/parts are assigned an ECCN (Export Control Classification Number) that defines the level of control applicable to the product
- Products/Parts that require licenses are generally 5A002 (hardware) and 5D002 (software) products (information security-encryption)
- Use the PEPD tool to locate the export classifications of products <http://tools.cisco.com/legal/export/pepd/Search.do>
- Encryption items may be controlled globally for import, export, use and supply

Country Export Restrictions-US

EU LICENSE FREE Countries:

All products can ship no license, no written assurance:

Austria, Australia, Belgium, Bulgaria, Canada, Czech Republic, Cyprus, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Japan, Latvia, Lithuania, Luxembourg, Malta, Netherlands, New Zealand, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, Switzerland, Turkey, United Kingdom, and the United States

Non EU LICENSE FREE Countries:

- End User Required
- Government and Military end Users must have a License

Embargoed Countries:

Nothing ships, send to Export Team:

Cuba

Iran

North Korea

Sudan (South Sudan is not an embargoed country)

Syria

Subject to change updated on the Global Export Trade team website

Export licensing overview - global

- Generally, products with an ECCN of 5A002 (hardware) or an ECCN of 5D002 (software) are subject to export control and may require an export license
- When the transaction cannot be covered by one of Cisco's global or country licenses, the Global Export Trade team (GET) must apply for an individual validated license (IVL) to obtain export or re-export authorization for orders on a case-by-case basis
- Only the US makes a distinction between restricted and unrestricted products having an ECCN of 5A002 or an ECCN of 5D002. A US IVL is typically required only for ECCN 5A002 and ECCN 5D002 restricted product

Tool List

- **Export External Website**

http://www.cisco.com/web/about/doing_business/legal/global_export_trade/export_hold/index.html

- **Export Internal Website**

<http://wwwin.cisco.com/legal/GlobalExportTrade/exporthold/index.shtml>

- **PEPD Tool** (Locate ECCN (Export Control Classification Number), HTS (Harmonized Tariff Schedule), ANSSI, Encryption Strength, Encryption Status and CCATS (Commodity Classification Automated Tracking System))

<http://tools.cisco.com/legal/export/pepd/Search.do>

- **Trade Tool** (Locate transactional information for your orders, including the Country of Origin (product serial number required) and HTS (Harmonized Tariff Schedule) of YOUR shipped Sales Orders at the following URL)

<http://tools.cisco.com/FinAdm/GCTA/servlet/ControllerServlet?action=QueryForm>

- **Contacts:**

General export queries: export@cisco.com

Product specific classification queries: exportclass@cisco.com

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