



Medmarc Risk Management Webinar Series

Webinar Summary

Important Export Control Considerations for the Life Sciences Industry

Presenter: Andrew Astuno, Esq. | Fluet

Andrew Astino, a lawyer specializing in U.S. export controls, discussed the complexities of export regulations, emphasizing the importance of export compliance and the consequences of non-compliance. Andrew explained that exports are governed by two regimes: the ITAR, covering military items, and the EAR, covering most other exports, including medical devices and pharmaceuticals. Andrew also highlighted the regulations and requirements for exporting certain items in the biotechnology industry, the protocols for inviting foreign nationals to collaborate in the U.S., and the compliance issues for companies engaged in international trade. The webinar concluded with a discussion on the Foreign Corrupt Practices Act and the importance of having a comprehensive internal compliance policy.

[Full On-demand Recording](#)

On-demand Chapters:

- [00:00](#) - Intro About the Speaker; Andrew Astuno | Fluet
- [04:48](#) - Overview of Export Compliance
- [06:08](#) - Exports under the International Traffic in Arms Regulations (“ITAR”) and Export Administration Regulations (“EAR”)
- [11:22](#) - What Constitutes “Technology” Under the EAR?
- [13:22](#) - Exporting from the U.S.
- [13:25](#) - How to obtain an Export Control Classification Number (ECCN)
- [24:12](#) - Foreign Government Requirements: Exporting Medical Devices to the EU
- [30:51](#) - The Foreign Corrupt Practices Act (FCPA)
- [34:09](#) - Sanctions Compliance
- [42:39](#) - Questions and Closing



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**Presenter: Andrew Astuno, Esq. | Fluet
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Andrew Astuno is an attorney focused on U.S. export controls, international economic regulations, and anti-corruption. Andrew, a former Policy Advisor at the United States Treasury, specializes in conducting reviews for proposed foreign acquisitions in the United States before the Committee on Foreign Investment in the United States (CFIUS). He also advises US and international clients in matters involving compliance with the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), the Office of Foreign Assets Control (OFAC), and the Foreign Corrupt Practices Act (FCPA). Andrew develops compliance procedures, conducts due diligence on transactions, performs internal investigations, and counsels clients through government enforcement actions.