

About the Export Compliance Management System

The Requirements: The Directorate of Defense Trade Controls (DDTC), which operates under the US Department of State “strongly advises that registered exporters and manufacturers have in place programs that assist in monitoring defense trade activities” (from their [web site](#)). They publish a [flyer](#) that describes the recommended elements to include in a company’s compliance program. [Visit their web site to view the [complete ITAR](#). Use the Bureau of Industry & Security (BIS) web site to view the [complete EAR](#).]

The Challenge: How can small to mid sized companies adopt practical solutions to comply with the numerous and sometimes confusing US Export Laws and Regulations?

Management of companies who fall under these laws are often not even aware that they apply to their companies. It can be overwhelming to discover that your company must comply with yet another set of standards and somehow integrate them into your current system.

The Solution: Whether your company needs to integrate export compliance into your current system or would benefit from a complete overhaul of its management system, Fulcrum Associates can help you develop a practical, comprehensive system that will help ensure and demonstrate compliance.

Fulcrum’s Export Compliance Management System (ECMS) is designed to integrate the ITAR/EAR processes with your current management system. Alternatively, Fulcrum’s Business Management System (BMS) is sold with the option of an ECMS when appropriate.

With both the complete BMS/ECMS combo and the ECMS stand-alone system, Fulcrum provides development support to integrate the processes with current system. We do this by:

- ▶ Collecting and analyzing your current process documentation
- ▶ Mapping the requirements to your current management system
- ▶ Identifying the need for new and modified processes
- ▶ Assigning process owners to new processes
- ▶ Flowcharting processes and developing appropriate forms to support those processes
- ▶ Conducting shakedown to prove process effectiveness

[Contact us](#) to discuss your needs and how we can help you accomplish your export compliance goals.



- [Take the BMS Tour](#)
- [View Product/ Price List](#)
- [View BMS Modules](#)
- [View ECMS Modules](#)
- [How you can benefit from the BMS?](#)
- [Learn about the BMS 2000 AS9100C Upgrade \(Risk Management\)](#)
- [Integrate your business system](#)