



PRESIDENT'S ADVISORY COUNCIL ON DOING BUSINESS IN AFRICA

November 29, 2017
9:30 AM – 11:30 AM
Eisenhower Executive Office Building, Room 350

Agenda

I. Welcome and Opening Remarks

- Jay Ireland, Chair
- Laura Lane, Vice Chair
- Wilbur Ross, Secretary of Commerce
- National Security Council Official (TBC)

II. Presentation and Deliberation of PAC-DBIA Issues Report

- PAC-DBIA Members
- Wilbur Ross, Secretary of Commerce
- Members of the U.S. Government Interagency

Approaching African Markets

1. Risk (Perceived vs. Actual)
Barbara Keating, Computer Frontiers Inc.
2. Underdeveloped Capital Markets
Fred Sisson, CEO, Synnove Energy
3. Market Size and Demand for U.S. Business
Takreem El-Tohamy, General Manager of Middle East and Africa, IBM

Competing in African Market

1. Whole-of-Government Approaches That Enable Foreign Competitors
Jay Ireland, President and CEO, GE Africa
2. Local Content Requirements
Andrew Patterson, President for Africa, Bechtel Overseas Corporation
3. Public Procurement Process and Specifications
Bill Killeen, President and CEO, Acrow Bridge

Operating in African Markets

1. Lack of Skilled Local Workforce
Kimberly Brown, CEO, Amethyst Technologies
2. Currency Volatility and Lack of Access to U.S. Dollars
Takreem El-Tohamy, General Manager of Middle East and Africa, IBM
3. Trade Facilitation and Infrastructure
Laura Lane, President of Global Public Affairs, UPS

III. Adoption of Report

- Jay Ireland, Chair

IV. Next Steps for the Council

- Wilbur Ross, Secretary of Commerce
- National Security Council Official (TBC)

V. Closing Remarks and Adjournment

- Jay Ireland, Chair
- Laura Lane, Vice Chair