

## DEEP SENGUPTA

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### EDUCATION

#### **Harvard University, John F. Kennedy School of Government**

*The Practice of Trade Policy: Economics, Negotiations, and Rules, an Executive Education program*—  
September 2007

#### **University of Washington, School of Law, Seattle, WA**

*Masters of Law (L.L.M – International Taxation)* – June 2001

- Received the Graduate Tax Program Merit Scholarship

#### **University of Delhi, Faculty of Law, New Delhi, India**

*Bachelor of Law (L.L.B)* – July 1997

- Selected to represent University of Delhi in the Philip C. Jessup International Law Moot Court Competition (1996).

#### **Osmania University, Hyderabad, India**

*Bachelor of Arts (Public Administration, Political Science, Economics)* – 1993

- National Talent Search Scholarship for academic excellence, awarded by the Government of India (1990)

#### **Marianopolis College, Montreal, Quebec, Canada**

*Coursework towards DEC (Diplôme d'études collégiales)* – 1990 to 1992

### AWARDS

- President's "E" Award for Export Service (Nov 2021): Awarded by the US Secretary of Commerce on behalf of the President of the United States of America (<https://www.dsgglobal.com/e-award>). The President's "E" Award is the highest recognition any U.S. entity can receive for making a significant contribution to the expansion of U.S. exports.

### PROFESSIONAL LICENSES

- Customs Brokers License # 33337 issued by CBP Port of San Francisco on 09/24/2018.

## PROFESSIONAL EXPERIENCE

### **DSG GLOBAL, LLC. based in San Francisco, U.S.A**

*Chief Executive Officer, September 2014 - Present*

- Founding CEO of this consulting firm specializing in global regulatory compliance and international trade issues. DSG Global, LLC is a leading consulting firm specializing in international trade compliance, training, and global business strategy. DSG Global helps companies of all sizes with strategies to expand their global footprint and understand complex international trade rules.
- Our regulatory and legal risk management services are described here (<https://www.dsgglobal.com/solutions>) and include:
  - Import Compliance:
  - World-wide Audits & Regulatory compliance: Assisted numerous companies with world-wide regulatory compliance in different countries.
  - Conducted trade compliance, Cargo-security as well as Anti-Corruption (FCPA) audits in foreign countries.
  - Export Compliance (EAR & ITAR): Educated US companies on their obligations under EAR, ITAR & FCPA. Assisted several U.S exporters achieve export compliance by conducting export compliance audits, developing export compliance programs (ECP) and ECCN determinations.
- Founded DSG Global Academy which provides risk and compliance training on over 65 topics (<https://www.dsgglobal.com/training>).
- As the head of this organization, I have been responsible for hiring and growing the team of professional advisors, developing and delivering new services to clients, managing client relationships as well as providing thought leadership and training on a myriad of international trade regulations.

### **FedEx Trade Networks (subsidiary of FedEx Corp.), San Francisco, U.S.A**

*Principal – Trade & Customs, July 2013 – September 2014*

*Senior Manager, “Trade & Custom Advisory Services” group, 2008 – July 2013*

*Manager, “Trade & Custom Advisory Services” group, April 2002 – 2008*

- I co-founded and was in charge of managing the US & Canada operations of FedEx’s “Trade & Customs Advisory Services (TCAS)” group, which provided international regulatory consulting to companies on their world-wide operations, to ensure compliance with international trade rules. I directly managed a group of licensed customs brokers and was a servant leader of my team.
- I was also responsible for managing our relationships with governmental agencies on a worldwide basis. I routinely spoke at industry gatherings on diverse international trade regulatory issues including, the latest international trade legislation, global compliance, market access and trade facilitation.

### **KPMG Peat Marwick, New Delhi, India**

*Assistant Manager (Trade & Customs & Indirect Taxes)*, May 1999 – September 2000

*Supervising Senior (Trade & Customs & Indirect Taxes)*, August 1997 – May 1999.

- As a member of KPMG's worldwide Trade & Customs network, I was the first point of contact for clients engaged in international trade in the Northern Indian region. My responsibilities included assisting Indian and foreign companies on all aspects of India's Export-Import (EXIM) policy.
- I have also advised several Fortune 500 clients on all aspects of Indian indirect taxation, including Customs laws, Sales tax, VAT, Excise tax etc. Further, I assisted exporters and importers through a full range of administrative adjudication proceedings before Indian Customs and Revenue authorities.

### **Public Interest Litigation Support and Research Centre (PILSARC), New Delhi, India.**

*Research Associate*, December 1994 – January 1996

- My role entailed providing extensive legal research on several constitutional law issues for *amicus curiae* cases in litigation before the Supreme Court of India.

## **HONORARY APPOINTMENTS**

### **President's Export Council Subcommittee on Export Administration (PECSEA)**

*Member*, February 2011 – February 2017

<http://www.commerce.gov/news/press-releases/2011/02/23/us-commerce-secretary-gary-locke-announces-appointees-presidents-expo>

Appointed by the U.S Secretary of Commerce to the PECSEA, which serves as a senior-level advisory body to the Department of Commerce and Bureau of Industry and Security (BIS) in particular to provide guidance on U.S export control policy issues. Provided "SECRET-level" security clearance.

### **International Trade Administration (ITA), Department of Commerce:**

*Member 2005 – Present*

*Past Chair*, Northern California DEC 2016-2018

*Associate Member*, National Association of DEC's, 2013 – 2018

<http://norcaldec.roundtablelive.org/members>

For the last 16 years, I have been privileged to have been appointed by 4 successive U.S Secretaries of Commerce to the District Export Council of Northern California (NorCal DEC) to advise US businesses on export promotion. I have served as the past Chair of the NorCal DEC from 2016-2018 and also as an Associate Member on the National District Export Council's steering committee.

**Bureau of Customs & Border Protection (CBP), Department of Homeland Security:**

*Member*, May 2013 – October 2014, Regulatory Audit Working Group to the Advisory Committee on Commercial Operations of Customs and Border Protection (COAC).

Provided expert advice and private sector feedback to COAC's Trade Enforcement and Revenue Collection (TERC) Subcommittee on U.S. Customs and Border Protection's Focused Assessment Audit Program and the enhancements announced w.e.f October 2014.

**REPRESENTATIVE SPEAKING ENGAGEMENTS**

**Trade Association Seminars:**

- (i) *USMCA Implications*, California Hispanic Chamber of Commerce, October 2020
- (ii) “*Trade War: Impact on the San Francisco Economy*”, Keynote address at the East Bay EDA International Consular reception, Nov 2018.
- (iii) “*Freight forwarders and Export control risks*”, International Compliance Professionals Association (ICPA), Fort Worth, Oct 2018
- (iv) “*Building a Worldwide trade compliance team*,” ICPA Galveston, Upcoming - Sept 2018
- (v) “*E-Commerce and Trade compliance*”, ICPA Galveston, Upcoming - Sept 2018
- (vi) “*Foreign Corrupt Practices Act (FCPA)*”, ICPA San Diego, March 2018
- (vii) “*Current State of Export control reform*”, ICPA Fort Worth, October 2017
- (viii) “*Building a trade compliance program for the 21<sup>st</sup> century*, ICPA Miami, March 2017
- (ix) Key-Note speaker, “*Navigating India’s Import-Export Policy & Procedures*”, WIT-Northern California, Jan 14, 2015
- (x) Keynote speaker, “*Doing business w/BRIC*”, OWIT-Phoenix, June 19, 2014
- (xi) Instructor, International Trade certification course, Kentucky World Trade Center, Louisville KY, May 14<sup>th</sup>, 2014.
- (xii) Panelist, “*Careers in International Trade*”, “World AG Expo, Tulare, CA, Feb 11<sup>th</sup> 2014.
- (xiii) Panelist, “*Trade Promotion*”, “10th annual Global California Conference - Redwood City, CA” - December 5<sup>th</sup>, 2013.
- (xiv) Keynote speaker, “*US-China Trade*”, University of St. Thomas, organized by US-China Business Connections (UCBC), Minneapolis, December 4, 2013, [http://www.mgta.org/events/event\\_details.asp?id=374504](http://www.mgta.org/events/event_details.asp?id=374504)
- (xv) “*Violations in Foreign Corrupt Practices Act*, San Francisco State University, Business Ethics week, November 4, 2013, [http://oi.sfsu.edu/cgi-bin/student/webcalendar.detail?p\\_id=41485](http://oi.sfsu.edu/cgi-bin/student/webcalendar.detail?p_id=41485)
- (xvi) “*Export Compliance*”, Webinar for American Express cardholders, May 15 2012.
- (xvii) “*International Trade Issues for Engineers*”, IEEE - Product Safety Engineering Society, Santa Clara Valley Chapter, June 23, 2009
- (xviii) Key-Note speaker, “*International Trade with China – Strategies & Pitfalls*”, U.S. China Business Forum organized by the Chicagoland Chamber of Commerce, Chicago, December 15, 2009.

- (xix) *Import Best Practices Workshop*, Organization Of Women in International Trade-Northern California, May 13<sup>th</sup>, 2009
- (xx) *Import & Export Compliance: Don't Let It Slow Down Your Supply Chain*, Council of Supply Chain Management Professionals, 2nd Annual Supply Chain Symposium, Phoenix, AZ, November 12<sup>th</sup>, 2008
- (xxi) “*Don't Let Import/Export Compliance Issues Slow You Down*”, Industry Week /Association for Manufacturing Excellence Best Plants Conference, Detroit, MI, May 17<sup>th</sup>, 2006.
- (xxii) “*Export compliance for electronics distributors?*”, Brokerlynx Chat Live 2006, Las Vegas, NV, Apr 29<sup>th</sup>, 2006.
- (xxiii) “*Best practices in Import/Export Compliance*”, National Manufacturing Week, Chicago, Mar 21<sup>st</sup>, 2006.
- (xxiv) Keynote Speaker “*TradeVisions 2005*”, San Diego World Trade Center, May 18<sup>th</sup>, 2005.
- (xxv) “*Avoiding Red Tape and Red Flags at Customs – Import & Export Compliance*”, International Trade Centre, University of Illinois at Urbana-Champaign, IL, Feb 23<sup>rd</sup>, 2005.
- (xxvi) “*Taking care of “Red Flags” in Customs Compliance*” (National Industrial Transportation League, Phoenix, April 21<sup>st</sup> 2004.
- (xxvii) “*Changes At The Border: The New Face of U.S Customs*”, (*Women in International Trade, Detroit, October 06th 2003*).

#### **U.S Commercial Service (U.S Department of Commerce) Seminars:**

- (i) “*Top Ten Financial/Legal/Customs Tips to Export to India*” part of the South Asia Webinar Series organized by US Commercial Service – San Jose CA”, October 31<sup>st</sup>, 2012
- (ii) “*Exporting Clean Energy Technologies*”, hosted by US Commercial Services-San Jose, CA and Environmental Business Cluster, March 13<sup>th</sup> 2012  
[www.environmentalcluster.org/events/ev\\_2012Q1\\_CleanEnergy.html](http://www.environmentalcluster.org/events/ev_2012Q1_CleanEnergy.html)
- (iii) “*Forum on international trade compliance focusing on Cargo security, Import, and Export regulations*”, hosted by the US Commercial Service-Minneapolis and the MSOE Business Excellence consortium, Milwaukee, WI, February 18<sup>th</sup>, 2009
- (iv) *International Compliance Seminar*, in collaboration with the Northern California District Export Council & U.S Commercial Service, Fresno, CA, March 23<sup>rd</sup> 2007
- (v) “*Export & Shipping Regulations*”, U.S Commercial Service seminar, Oakland, CA, June 27<sup>th</sup> 2006.
- (vi) “*Training Sessions on Import & Export Compliance*”, U.S Commercial Service event, Quincy, IL, Apr 26<sup>th</sup> 2006.
- (vii) “*China Customs and Logistics: The Challenge of Getting Your Products to Market*”, U.S Chamber of Commerce - TradeRoots program, Feb 10<sup>th</sup> 2005 (San Diego), Oct 29<sup>th</sup> 2004 (Miami) & Oct 14<sup>th</sup> 2004 (Newton, MA).

#### **Television:**

- Discussant on International trade issues in online video, “Hot Legal Topics in International Business Transactions – Japan & Tennessee”, Tennessee Bar Association, co-produced by the Tennessee Asian Pacific American Bar Association and the ABA Section of International Law.  
[http://www.tnbaru.com/cle/catalog\\_course\\_details.php?course=6440](http://www.tnbaru.com/cle/catalog_course_details.php?course=6440)
- Interview with Small Business Television on “International Trade Compliance”, March 21<sup>st</sup>, 2006.

## **PUBLICATIONS:**

- “Trade Compliance Scorecard: Reducing your risk of import-export penalties”, 2021 (under publication review)
- Contributor (Chapter on Customs law), International Legal Developments In Review: 2009, The International Lawyer (A quarterly publication of the ABA/Section of International Law) Spring 2010, Volume 44, Number 1  
<http://meetings.abanet.org/webupload/commupload/IC712000/newsletterpubs/customs.pdf>
- Contributor (Chapter on Customs law), International Legal Developments In Review: 2010, The International Lawyer, Spring 2011, Volume 45, Number 1  
[http://www.americanbar.org/content/dam/aba/publications/international\\_lawyer/til\\_45\\_1.authcheckdam.pdf](http://www.americanbar.org/content/dam/aba/publications/international_lawyer/til_45_1.authcheckdam.pdf)

## **ACTIVITIES**

- Chair, Advisory Board, Global Chamber, LLC (San Francisco/Silicon Valley Chapter)
- Membership Director, Women in International Trade, Northern California (since 2016)
- Board of Directors, Univ of Washington School of Law Alumni Association (since 2012)
- Board of Directors, Skyline College’s Bay Area Entrepreneurship Council (2016-2018)