

Please Join Us Virtually! Opportunities and Challenges for Defense Contractors in Qatar

March 15, 2022

12:00 - 1:30 PM (EDT)

Virtual Luncheon

Please Join Miller Canfield at our March Virtual Aerospace and Defense Luncheon

Opportunities and Challenges for Defense Contractors in Qatar

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On January 31, 2022, during the visit of His Highness Sheikh Tamim Al-Thani to the White House, President Joe Biden designated Qatar as a Major Non-NATO Ally. President Biden noted in his message to Congress that “this designation [is] in recognition of Qatar’s many years of contributions to U.S.-led efforts in the U.S. Central Command area of responsibility and in recognition of our own national interest in deepening bilateral defense and security cooperation with the State of Qatar.”

As a longtime ally of the United States and host to Al Udeid Air Base, the largest U.S. Air Force base in the Middle East, Qatar has proven itself to be a strategic U.S. defense partner. With U.S. plans to expand and renovate Al Udeid, continue to support the U.S. withdrawal from Afghanistan, and serve as a hub for opportunities in the Middle East and Africa, business presence in Doha remains a key consideration for any successful regional strategy for security, cybersecurity and defense contractors.

Our program will feature a discussion by three regional experts on the benefits and challenges of doing business in Qatar, with a particular focus on the security and defense industries. Our expert panelists will include:

Juan Catril serves as the Commercial Advisor at U.S. Embassy in Doha, Qatar, promoting U.S. solutions and providing support to U.S. companies seeking to do business in Qatar. Mr. Catril has played an integral role in supporting and connecting U.S. businesses in the defense and cybersecurity sectors to key Qatari private and public entities. Mr. Catril has previously served as a commercial specialist at the U.S. Embassy in Santiago, Chile, where he was also a professor and lecturer. Prior to his roles at the U.S. Commercial Service, Mr. Catril served as an emerging industries specialist at the International Trade Administration.

Azeem Mohiuddin is the practice leader of Fragomen’s office in Doha, where he is responsible for the provision of corporate immigration advice and support to organizations operating in, or seeking to set up, in Qatar. His practice primarily focuses on developing migration programs for multi-national organizations and he advises clients on the design and implementation of related business processes, tailored to Qatari immigration policy and best practices. Prior to heading up the Qatar office, Azeem spent eight years in Fragomen’s London office, where he specialized in UK immigration law.

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Lana Yaghi, co-resident director of Miller Canfield's Qatar office, focuses her practice on corporate and commercial matters in a broad range of industries, including aviation, cybersecurity and defense. She regularly advises U.S. and foreign clients on their cross-border business activities, particularly in connection with the establishment of operations and negotiation of commercial arrangements in the State of Qatar.

Pawel Chudzicki, head of Miller Canfield's Qatar and Washington D.C. offices, will moderate the discussion.

This event will be subject to the Chatham House Rule to encourage an open and frank discussion.