

# **NORDEFECO Concept for Industry Dialogue**

## **1 Introduction**

The defence industry is of great importance with respect to the development and life cycle management of military capabilities. In general, development of capabilities needs to be done in harmony with what is possible seen from an industrial perspective. Thus, structured involvement of the industry is of mutual interest for both the industry and the armed forces.

Whether or not to participate in an industry dialogue is not meant to treat any nation or company unfairly when it comes to a procurement process. It shall be viewed and interpreted as a tool to enhance and strengthen NORDEFECO's member nations' capabilities in a cost efficient way.

## **2 Purpose**

The purpose of this document is to outline the concept and procedures for NORDEFECO dialogue with defence industry. The purpose of the dialogue concept is to create an environment where mutual benefits can be achieved without national discrimination in relation to the EC, and to promote industry's global competitiveness.

## **3 Dialogue Principles**

In order for the Nordic nations to comply with national laws and regulations, it is necessary to state what information can be shared with Industry, and at what time. This way, NORDEFECO can be open about the kind of information it will share with Industry, and what information it will not share. It is of vital importance to avoid a future scenario where certain divulged information may be deemed as an unfair competitive advantage for a possible contract bidder in any nation. The concept shall be in conjunction with the member states' national rules and regulations. In order to establish and maintain transparency and a level playing field, information that NORDEFECO communicates in the industry dialogue format will be open and accessible via NORDEFECO's official homepage.

### **3.1 Dialogue partners – NORDEFECO**

NORDEFECO dialogue partners are primarily:

PSC – Political Steering Committee (in casu PSC Armaments Session)

MCC – Military Coordination Committee

COPA ARMA – Cooperation Area Armaments management and Working Groups (WG)

### **3.2 Dialogue partners – Industry**

JNDICG - Joint Nordic Defence Industry Cooperation Group, comprised of the Nordic nations' Defence Industry Associations, is NORDEFECO's primary dialogue partner.

Companies' representatives may on a case by case basis be in direct dialogue with COPA ARMA WGs, in coordination with COPA ARMA management and JNDICG.

### **3.3 Dialogue Objectives**

The overall objective with the industry dialogue is to maintain and enhance the member nations' armed forces capabilities in a cost efficient way. This is done by doing more comprehensive analyses earlier in the life cycle, i.e. enable technical, market and industry considerations to be viewed and listened to at an early stage. The biennial Nordic Defence Industry Seminar (NDIS) is an important tool in this regard. For high level meetings, discussions will be concentrated on overarching issues concerning both NORDEFECO and the JNDICG. NDIS is considered as one of the venues for these meetings. High level meetings will seek to discuss and clarify issues of strategic importance and sensitive value to all parties.

The PSC Secretariat is the designated Point of Contact for the execution of the dialogue at policy level and COPA ARMA at the military level.

COPA ARMA will meet with JNDICG as necessary whereas JNDICG meetings with other NORDEFECO structural elements, e.g. the PSC and the MCC will be conducted on an invitational basis.

COPA ARMA will invite relevant NORDEFECO military entities as needed and inform the MCC as appropriate.

As a principle, all meetings should have the aim of enhancing Nordic defence cooperation by enabling all parties to satisfy their need for information and updating. Notwithstanding, the need to keep within the boundaries set out by national law, hereunder rules and regulations on public procurement and competition, must be kept in mind. This will be done to the extent national legislation allows and if deemed expedient. NORDEFECO can involve industry in all phases of the project process, including the early stages. If involved, industry will waive any hereby derived liability issues.

The defence industry (JNDICG) will be encouraged to inform about Nordic defence industry cooperation initiatives.