

Concept for Industry Dialogue on the Military Level

1 Introduction

The defense 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 will be 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 cooperation with defense industry. The purpose of the dialog concept is to create an environment where mutual benefits can be achieved without national discrimination in relation to the EU, 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 state's national rules and regulations.

In order to establish and maintain transparency and a level playing field situation, information that NORDEFECO communicates in the industrial dialogue format will be open and accessible via NORDEFECO's official homepage.

3.1 Dialogue partners – NORDEFECO

NORDEFECO's dialogue will be offered by the following NORDEFECO levels:

MCC – Military Coordination Committee

COPA CAPA – Cooperation Area Capabilities

ALCS – Acquisition & Life Cycle Support

COPA CAPA working groups (studies) & ALCS subgroups – these levels will be coordinated by COPA CAPA and ALCS respectively.

3.2 Dialogue partners – Industry

NORDEFECO proposes to establish a Nordic Industry Reference Group (NIRG) that includes the Nordic nations' Defence Industry Associations. The Nordic Defence Industry Associations are the dialogue partners

3.3 Meeting points

The MCC will host the NIRG for an annual high level meeting each spring. This meeting will be initiated by the MCC Chairman, and supported by any NORDEFECO level deemed necessary. MCC is responsible for administration of the meeting, including securing the necessary venue and resources, as well as controlling the agenda. PSC will be invited to this meeting by default.

For high level meetings between MCC/PSC and the NIRG, discussions will be concentrated on overarching issues concerning both NORDEFECO and the NIRG. Specific cases involving other NORDEFECO levels, for instance Subgroups or Studies will only be on the agenda if both parties deem this necessary. High level meetings will seek to discuss and clarify issues of strategic importance and sensitive value to both parties.

COPA CAPA will host an annual meeting with the NIRG. This meeting can, if both parties agree, be held in conjunction with the MCC-hosted annual meeting or in conjunction with other COPAs. Otherwise, hosting of COPA CAPA and NIRG meetings will rotate between the parties.

COPA CAPA and NIRG can, if both parties agree to it, invite relevant study groups to these meetings.

Meetings with Cooperation Areas will cover all areas concerning each COPA, as deemed necessary. As a rule, COPA CAPA should be prepared to divulge information regarding status of its Capability Studies in meetings with the NIRG.

ALCS will meet the NIRG annually or when ever deemed necessary. ALCS will invite relevant Subgroups, or other parties agreed to.

3.4 Dialogue objectives

The overall aim with the industry dialogue is to maintain and enhance the member nation's 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.

As a principle, all meetings should have the aim of enabling all parties to satisfy their need for information sharing 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. I.e. in order to enhance Nordic defence cooperation, also within defence industry, all NORDEFECO levels will provide industry with information relevant to national plans and strategies at an early stage. 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 (NIRG) will be encouraged to inform about Nordic defence industry cooperation initiatives.

ALCS will in its meetings with the NIRG have a dialog for example regarding potential future Nordic projects, status of subgroups as well as status of the annual screening process.

COPA CAPA will inform the NIRG about status and priorities of all Top Ten studies.

The Nordic Defence Industry Seminar (NDIS) is an important meeting venue between industry and NORDEFECO. All relevant NORDEFECO levels should therefore be represented at this seminar. Crafting of seminar purpose and agenda is done in close cooperation with the NIRG.

3.5 Timings

Recurrence	NORDEFECO level	Industry	Purpose
Annually	MCC	NIRG	High level discussions
Annually	COPA	NIRG	COPA Issues and Top Ten
Biennial	All levels	NIRG + Nordic companies	Nordic Defence Industry Seminar
Annually	ALCS	NIRG	Screening & Subgroups