

# TRANSATLANTIC LINK

## THOUGHTS AND EXPERIENCES

Edgar Fossheim

A series of several parallel white lines of varying lengths and positions, all slanted diagonally from the bottom-left towards the top-right, located in the lower right quadrant of the page.

# TRANSATLANTIC LINK

General background

Politics

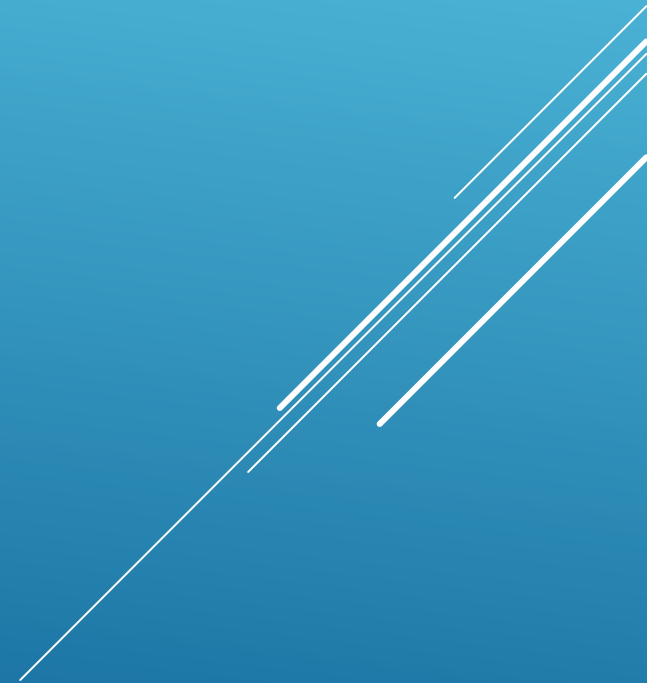
Ethical standard

Technology

Business in USA

Experiences

Conclusions

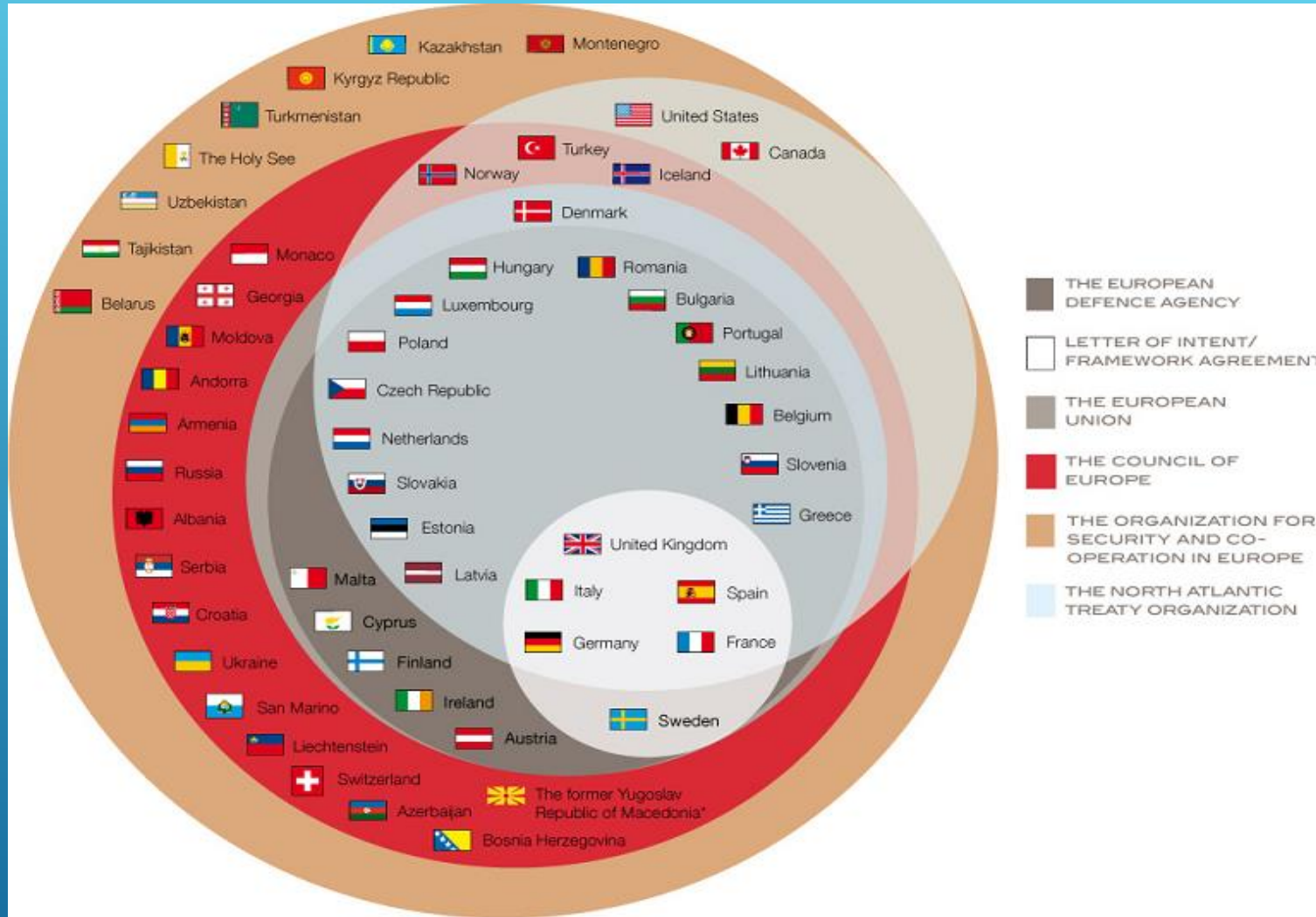


# GENERAL BACKGROUND

## GLOBAL MILITARY SPENDING 2011

By region (inset)  
By country (outer)





## Instruments

- ▶ EDA
- ▶ NAD
- ▶ LOI/FA
- ▶ EU and Council of Europe
- ▶ OSCE
- ▶ NATO/PfP
- ▶ OCCAR
- ▶ NORDEFECO

THE INTERNATIONAL ARENA

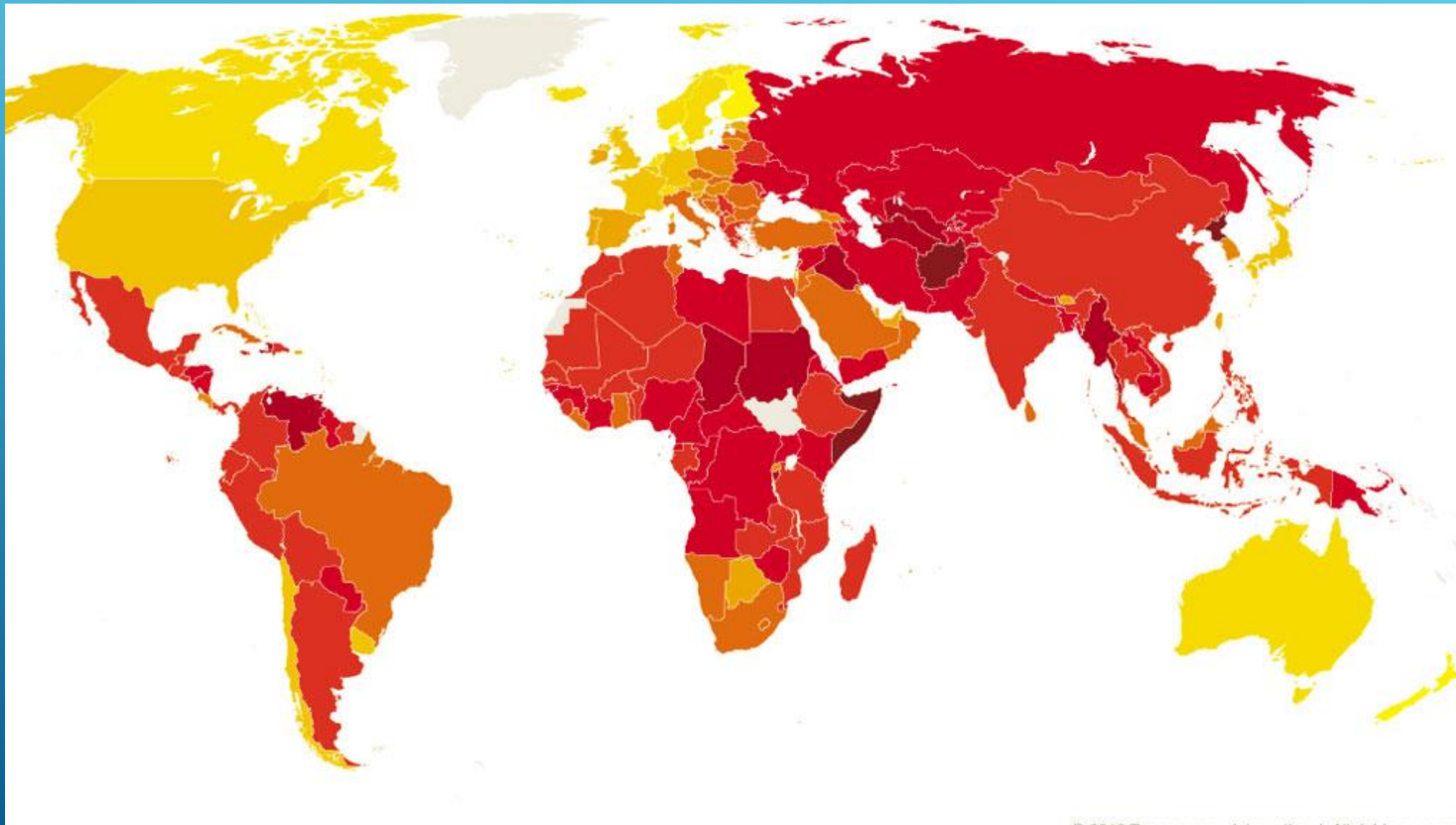
# POLITICS

*Acknowledging* the advantages of  
maintaining a strong Nordic defence industry, and the  
importance,  
from a *security of supply* perspective,  
of supporting a sufficient level of purchases for national defence forces of  
the Parties from these industries as home market suppliers



# IMPORTANCE OF ETHICAL STANDARDS

FRA TRANSPARENCY INTERNATIONAL RAPPORT OM KORRUPSJON



LEVEL PLAYING FIELD  
PREDICTABLE RULES OF ENGAGEMENT-EXPORT CONTROL



# TECHNOLOGY



120mm IM HE-T

**Nammo**



# HOW TO DO BUSINESS IN USA -FROM ABROAD



# HOW TO DO BUSINESS IN USA –FROM INSIDE A WHOLE NEW BALLGAME



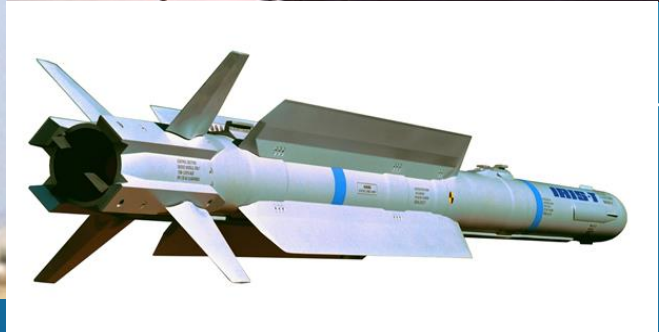
# EXPERIENCES



Exocet MM40 Block 3



Sidewinder



## TRANSATLANTIC LINK

### **CONCLUSIONS**

-Be extremely well prepared -and patient

-Technology level must compete with the highest level of US industry

-Government must underline the importance of national participation from day one

