

CO-OPERATION BETWEEN A FINNISH SME AND THE U.S. NAVY

- How ant shook hands with an elephant



Kalastajatorppa, Helsinkin; 5/12/2016 SC: Public

CTO Roope Kotiranta, Surma Ltd

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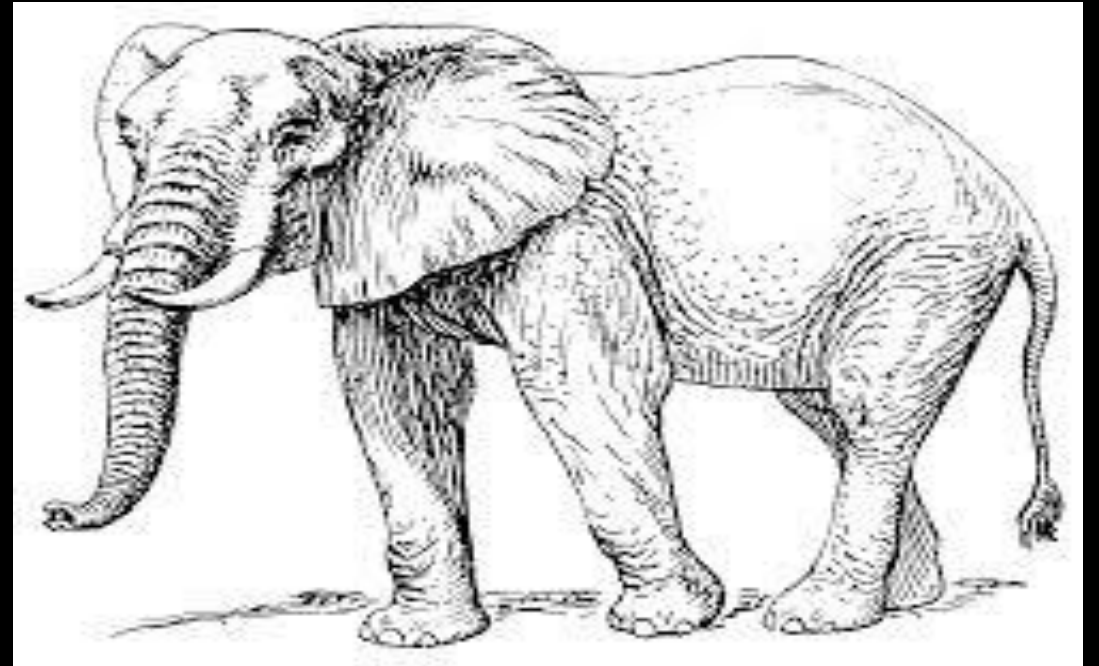
Company

- Comprehensive navy combat survivability
- Software & services
- Independent, est. 2007
- HQ in Helsinki
- Surma Inc. Washington DC



Background

- Co-operation with Finnish Navy
- FIN-GER-US
- Middlemen
- USN



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Cultural differences

- Reader's digest
- PA, SOW, FAC, NSWCD, UNDEX, RFV, PID...
- Divine intervention
- Law and order
- “Are you mad?”



Practical challenges

- NCAGE, DUNS
- Please Mr. Postman
- Is He trustworthy?
- Pony Express



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Lessons learned

- Size matters
- Agreements and lawyers are a necessity
- Patience is a virtue



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Thank you!

Questions?



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