



NORWEGIAN DEFENCE AND SECURITY INDUSTRIES ASSOCIATION (FSi)

THE LEADING ASSOCIATION IN NORWAY ADVOCATING THE INTERESTS OF ITS SECTOR, AND THE PRIMARY INTERLOCUTOR FOR THE GOVERNMENT IN MATTERS OF IMPORTANCE TO THE INDUSTRY. AFFILIATED WITH THE CONFEDERATION OF NORWEGIAN ENTERPRISE (NHO) AND REPRESENTING MORE THAN 100 COMPANIES

LEDEREN HAR ORDET:

GJENKJØP - ET VIRKEMIDDEL FOR Å STYRKE EUROPEISK FORSVARSINDUSTRI

Et Us forsvarsbyrå (EDA) vedtok nylig en adferdskode (Code of Conduct) for bruk av gjenkjøp (offset) i det europeiske forsvarsmarkedet. Koden er en integrert del av EDAs handelsregime for forsvarsmateriell som Norge tiltrådte i 1. oktober i fjor. Gjenkjøpskoden skal etter planen tre i kraft 1. juli i år, og vil fra da av også ligge til grunn for bruken av gjenkjøp i Norge.

Gjenkjøp er det viktigste og mest effektive virkemidlet for å sikre norsk industri adgang til forsvarsmarkedene, i Europa, og i verden for øvrig. Det bidrar også til å gi norsk forsvarsindustri tilgang til teknologi og kompetanse gjennom samarbeid med utenlandske leverandører til Forsvaret. Derfor slår Soria-Moria erklæringen fast at bruken av gjenkjøp i Norge skal styrkes. Det er helt avgjørende at gjenkjøp videreføres som virkemiddel inntil norsk industri får tilgang til de

nasjonale europeiske og nord-amerikanske forsvarsmarkedene på like vilkår med nasjonal industri i disse markedene. FSi legger derfor stor vekt på at Norge viderefører gjenkjøpsregimet i samsvar med det regelverk og den praksis som er etablert på grunnlag av strategien i St. meld. Nr. 38 (2006-2007) "Forsvaret og Industrien - Strategiske partnere".

EDAs gjenkjøpskode er et rammeverk for videre utvikling av praktiseringen av gjenkjøp i EDAs medlemsland og Norge. Koden legger til grunn at både hensynet til å videreutvikle den Europeiske forsvarsteknologiske og industrielle basen (EDTIB) og hensynet til å sikre mest mulig like konkurransevilkår på tvers av nasjonene skal ivaretas. Den er frivillig og ikke-bindene og får anvendelse på enhver kompensasjonsordning som EDAs medlemsland ønsker å anvende ved forsvarsanskaf-

felser. Den vil også gjelde for industri hjemmehørende i nasjoner som ikke er medlem av EDA, som f.eks USA, hva gjelder handel med forsvarsmateriell i EDAs medlemsland.

Koden erkjenner at forsvarsmarkedet har flere særtrekk, bl.a. sterk politisk innflytelse, som påvirker konkurranseforholdene. Den slår fast at i et perfekt marked vil det ikke være gjenkjøp, men også at forsvarsmarkedet ikke fungerer perfekt. Det vises til at gjenkjøp praktiseres globalt og at det ikke vil opphøre i overskuelig fremtid. Derfor må implementeringen av koden se hen til hvordan gjenkjøp generelt praktiseres, og særlig til hvordan tredjeparts involvering i gjenkjøp påvirker den europeiske industriens konkurransedyktighet. Formålet med koden er derfor i første rekke å bidra til å redusere uheldige virkninger av bruken av gjenkjøp og sikre at

gjenkjøp blir et virkemiddel for å forme europeisk forsvarsindustri i fremtiden. Det er interessant at EDA nå uttrykker at gjenkjøp har en rolle så lenge markedene ikke fungerer perfekt. Dette er helt i tråd med hva både Norge og norsk industri har hevdet i mer enn 20 år. Samtidig er koden en aksept av at gjenkjøp er et virkemiddel i den videre utvikling av den europeiske forsvarsindustrien.

Slik koden er utformet, vil ikke Norges tiltredelse medføre endringer verken i norske gjenkjøpsregler eller i måten disse praktiseres på.

FSi støtter derfor at Norge slutter seg til gjenkjøpskoden fordi det ytterligere styrker Norges bånd til EDA. Dette vil åpne flere påvirkningskanaler som også vil kunne bidra til å ivareta industriens interesser og det vil øke Norges innflytelse i EDA.



P.O. Box 5250 Majorstuen,
NO- 0303 Oslo. NORWAY

Tel: + 47 23 08 80 00
Telefax: + 47 23 08 80 18

E-mail: fsi@nho.no
Internet: www.fsi.no

EDA

The European Defence Agency (EDA) is an Agency of the European Union, and was established in 2004. The main purpose of the EDA is "to support the Member States and the Council in their effort to improve European defence capabilities in the field of crisis management and to sustain the European Security and Defence Policy as it stands now and develops in the future".

The European Defence Agency is ascribed four functions, covering:

- developing defence capabilities;
- promoting armaments co-operation;
- promoting Defence Research and Technology (R&T);
- creating a competitive European Defence Equipment Market and strengthening the European Defence, Technological and Industrial Base.

All these functions relate to improving Europe's defence performance, by promoting coherence.

-Developing defence capabilities means to identify priorities for capability development, and to bring opportunities to pool and cooperate,

says Project manager R&T Christan Brent in the EDA. In its Capability development Plan the EDA has identified 12 capability priority actions. This is, however, no supernational plan, and the national defence planning and decisions is still a sovereign process of each Member State.

Regarding Armament cooperation, the objective of the EDA is to stimulate collaboration between the states regarding equipment development and procurement, Brent continues. By joint actions, hopefully both volume and quality will increase.

On the R&T side, the EDA objective is to fulfil European defence capability need and to master key technologies for defence systems, says Brent.



Project manager R&T Christan Brent and Ms. Hillary Davies, Deputy Director EDA Research & Technology Continues. (Photo: MilitærTeknikk)

-This means also to make Europe less dependent on critical technologies, Ms. Hillary Davies, Deputy Director EDA Research & Technology Continues

- What we need is some kind of independence from the USA, so that we can maintain and further develop certain critical areas of technology here in Europe, says Davies, mentioning the pan-European GPS system of Galileo as an example.

For the last of four functions, to create a competitive European defence industry, the EDA has developed an Electronic Bulletin Board for defence contracts. On this web site both governments and industry can present their contracts opportunities to a European market, to find a supplier or a co-operative partner.

So far, almost 400 contracts have been awarded through this site, worth about 5.4 bn euro, and a the number of further contracts opportunities is likely to be more than 366, worth an approximate total of 11bn Euro, says Davies.

As a result of Norway not being an EU member, Norway is not allowed to participate in the superior committees controlling the EDA, but Norway has full access to participation in projects and project committees, says Davies, and as of today, Norway and Norwegian businesses participate in eight of the EDA's R&T projects, and further Norwegian companies are crowding at the starting gate for participation in seven further projects in the near future.

Network-based defence, COMBINING RESOURCES

Network-based defence (NBF) has been a prioritised goal for the chief of defence for a long time now. A separate department at Defence shall now be established called INI (Innovation, Network capacities & Information structures), which shall work specifically on network-based defence.

Project Manager Commodore Torbjørn Sakseide at INI asked Norwegian Defence, "Where is the overall strategy plan for development and implementation of network-based defence? I have not seen it." He gave us some examples of the tasks the new department expects to find.

"The foundation of network-based defence is information exchange, which will facilitate Defence's ability to manage and lead in a comprehensive manner." Sakseide explained

that "INI stands for Innovation, Network capacities and Information structures, which will develop all network capacities needed at Defence. We shall develop the common capacities that intercommunicate between all branches of military service and Defence departments, and we will be designing and developing network capacities for systems that function at levels high and low and that reach even further into NATO's system." Sakseide also explained.

"We are not only talking about technological capacity but also about procedures, doc-

trines, training, organisation and routines," continued Sakseide, adding that "one of the greatest challenges here will be understanding how the Marines, Air Force and Army function in the field in order to adapt the network and system to the way each branch functions."

The INI family is now quite small - composed of a dozen people - but INI shall grow to almost a thousand staff members by January 1, 2010 - indicating that Defence will be investing significant funds in network-based defence in the years to come.

INFO/ERFA 2009

"Forsvaret og industrien – strategiske partnere" Årets møte mellom norsk industri og Forsvaret

Konferansen gjennomføres på Soria Moria Konferansehotell, Oslo, 21. og 22. april 2009.

Program blir lagt ut på FSi webside: www.fsi.no primo mars 2009

Konferansen er sponset av BAE Systems, som vil gi sponsorpresentasjon før lunsj første dag. Både Forsvarsminister og Forsvarssjef vil gi foredrag.

Deltageravgift som inkluderer: Hotellrom, 2 lunsj, 1 frokost og konferansemiddag, samt kursmappe og kopi av alle foredrag.

Medlemmer av FSi:

kr 7 900,-

Ikke-medlemmer:

kr 12 900,-

Myndighetsdeltagere:

Selvkostpris

Gjester:

Egen invitasjon

Sett av dagene! Påmelding på FSi webside: www.fsi.no fra primo mars 2009.



BAE SYSTEMS



The newly established organisation INI is stationed at Akershus. Project Manager Torbjørn Sakseide (on the left) and Jon Grunde Roland will have essential roles in the organisation. (Photo: Militærteknikk)

Sakseide explained that "Even though development and investment costs are noteworthy, my greatest worry is the cost of operating the system. It will be essential for us to gain control over the spiralling cost of operating such a system."

Jon Grunde Roland from INI described which measures were already in place for introducing NBF. Among others, a so-called Defence architecture council has been established to interlace all the

software areas together and to advise on standards and common solutions that the architecture council already has in place, presently organized on a smaller project basis.

Jon Grunde Roland also told us that NATO is watching developments at INI closely. INI also participates in NATO's Networking and Information Infrastructure (NII), where 28 nations collaborate on standards that will form the basis for NII national structures.

The requirements for these standards will include all levels in a national structure, not simply the largest strategic connections between the allied countries' systems.

NATO has prepared 5 different maturity levels where network-based defence is concerned, where 5 is the highest level.

"If we are honest with ourselves, we must admit that many inherent areas of Norwegian Defence do not even reach level two; we will not be able to reach standard levels until all aspects of the programme are in place - meaning technology and human resources." Roland said.

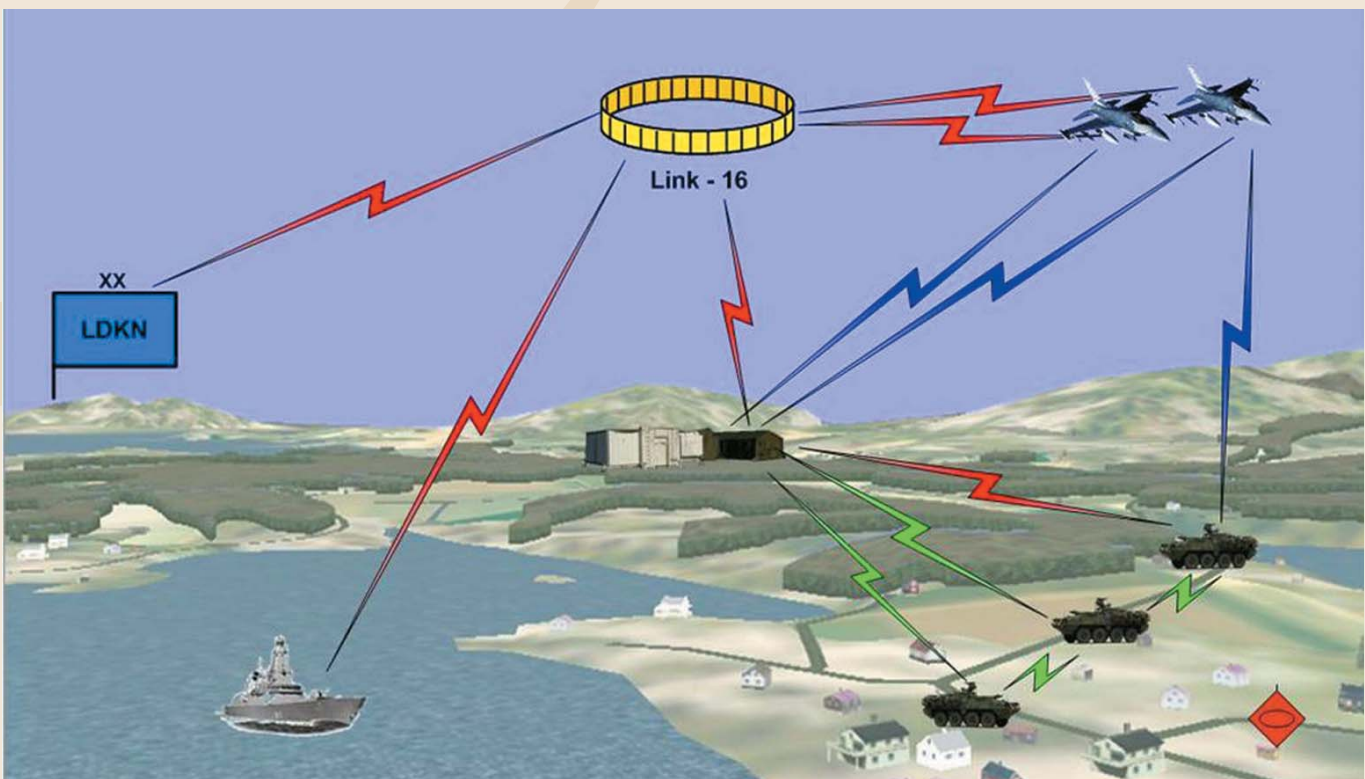
"Where level 3 is concerned," Roland continues to say, "only a few Norwegian military units reached this level and functioned here. In the mean time, great investments will be necessary to reach this level, and there will probably be different speeds for developing the different branches in the

years to come, which means there will not be enough money to get all branches and departments at the same level at the same time."

Roland explained that "It is possible for some parts of the structure to reach level 4 quickly, especially on a strategic level," but added that "things will be more difficult the farther down in the organisation one goes."

For the highest level, there is currently very little material available on the market today, even though there is some material to choose from on a strategic level. In other words, we are talking about substantial technological development.

"Otherwise, it is important that NATO standard sets are more alike." Roland emphasises in conclusion. This will not only make inter-operability between countries easier, but will also mean that products delivered in Norway can also be delivered to other countries.



A number of tests have been done that tried to interconnect different networks under the leadership of NOBLE. During an exercise in 2007, Link 16 was used as an integrator, which was able to connect air components (F-16) and transfer real time land images from the aircraft to the Army units on the ground. "The dissimilar systems were screwed together by using simple thingamajigs," Sakseide explained, adding that "the project also included the ship KNM Fridtjof Nansen, NASAMS batteries and Regional Subordinate Command for Northern Norway. And it worked!" Sakseide proclaimed.