International Technology Cooperation

Dr Tony Sinden
Defence Science and Technology Counsellor, British Embassy
Outline

• Why Collaborate

• How to Collaborate
Why **Collaborate?**
Why Collaborate?
Why Collaborate?

More effective pursuit of military goals

- More capable national equipment
- More capable Allies
- Coalition technological interoperability

Collaborative Development & Procurement

- Access to new TECHNOLOGY
- Access to new EXPERTISE
- Access to new FACILITIES
- Long-term personal RELATIONSHIPS

PROVIDED THROUGH COLLABORATION
Why
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PROVIDED THROUGH COLLABORATION
US benefits from overseas equipment development
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PROVIDED THROUGH COLLABORATION
## Examples of Coalition Operations

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PROVIDED THROUGH COLLABORATION
We operate side-by-side around the world

**Iraq - 2003**

1 Marine Expeditionary Force

3 Commando Brigade

15 Marine Expeditionary Unit
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PROVIDED THROUGH COLLABORATION
### Top National Research Priorities

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**Implications for:**

- **Government** program managers – other people are working on the same problems as you…
- **Industry** managers – there are other markets for your ideas…
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US benefits from overseas technology
US benefits from overseas facilities
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OR - SHARED RESEARCH & DEVELOPMENT COSTS

PROVIDED THROUGH COLLABORATION
Outline

- Why Collaborate
- How to Collaborate
How to Collaborate

US Program
- US Government
- US Industry

Allied Program
- Allied Government
- Allied Industry
Information Exchange: share results of national programs

Cooperative Development: coordinate & share results of national programs

Collaborative Development: mutually dependent, shared programs

Government – Government

Lower Overhead, Lower Value

Higher Overhead, Higher Value
Sources of Information (for US Government staff):

- **US National Representatives to collaborative fora** (e.g. TTCP, NATO) – for advice on Allied programs and collaborative channels

- **Overseas US S&T Staff** – for advice on Allied programs, collaborative channels and processes

- **DDR&E International Technology Programs staff** – for advice on collaborative channels and processes

- **DoD International Agreements staff** – for advice on collaborative processes

- **Defense S&T staff in Allied Embassies** – for advice on Allied programs, collaborative channels and processes
Wide range of existing collaborative arrangements (bilateral and multilateral), including:

- NATO
- The Technical Cooperation Program (TTCP)
- Chemical, Biological & Radiological (CBR) MoU
- UK/US Master Information Exchange MoU (MIEM)
- UK/US Research & Development Projects (RDP) MoU
Contract directly with Allied Government via normal commercial channels (not true collaboration)
How to Collaborate

US Program

US Government

US Industry

Allied Program

Allied Government

Allied Industry

Use **Government-Government** collaboration to exchange outputs of complementary national programs.
How to **Collaborate**

- **US Program**
  - US Government
  - US Industry

- **Allied Program**
  - Allied Government
  - Allied Industry

Use **Industry-Industry** collaboration to obtain a share of Allied program work.
How to Collaborate

**Multinational Government–Industry Partnership**, e.g. JSF, Network & Information Sciences International Technology Alliance
Industry – Industry

Sources of Information (for US Industry staff):

• **Allied S&T Managers** – for advice on Allied programs and opportunities

• **Trade Associations** – Advice on opportunities and processes, fora (conferences, workshops …)

• **Allied Contracts Bulletins, etc.** – for advice on Allied programs and opportunities

• **Defense S&T staff in Allied Embassies** – for advice on Allied programs and processes
Questions?

For further information please contact:

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DC 20008

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Phone: +1 202 588 6724