



NDIA 23rd National Logistics Conference

Defence Procurement in the United
States

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The Changing Security Dynamic

Cold War

- **Static**
- **Conventional**
- **Long standing Allies**
- **Westphalian**
- **Containment**
- **Acquisition**
 - **Matched**
 - **Structured**
 - **Threat Based**

Post 9/11

- **Dynamic**
- **Disruptive**
- **Free Form Coalition**
- **Trans/Non National**
- **Long “unbounded” war**
- **Acquisition**
 - **Asymmetric**
 - **Disruptive**
 - **Effects Based**

Enablers For Coalitions

- Interoperability In...
- Acquisition
- Equipment
- Doctrine
- Culture



As the Superpower United States sets the de-facto standards, but ...

- Adverse effects of “transformation”
- Legacy Legislation
- Protectionism and “buy America”
- Onerous and universal export controls

Example: New Zealand Body Armour

As the Superpower United States sets the de-facto standards, but ...

- Unwieldy and convoluted bureaucratic process
- Restrictions cross nation interactions between natural allies (not including the US)

Example: ANZAC Frigate Pool Sharing



Leading to

- Drive to procure elsewhere ...
- Proliferation of equipment in theatre...
- Driving multiple logistic chains...
- Lack of integration...
- Lack of interoperability...
- Less effectiveness.

But the real cost ...

- Overhead hinders participation in the “long war” ...
- Drives up the risk resulting in more casualties...
- Potential coalition partners “opting out”