

Defense Professionals in Transition: People, Markets & Tools A Global Focus



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Globalization Drivers

- Economics
- Global War on Terrorism
- Internet (www)
- Politics
- Others

“The World is Flat”



Globalization of Government & Defense

- Cross Border Deals
 - The British are coming
 - and so are the Italians
 - The French are too (if France re-enters – NATO)
- Market Impacts
 - Technology evolution
 - Policy & contracting shift



Globalization of Government & Defense (cont.)

- Burden Sharing
 - Multilateralism
 - Cost sharing to support stabilization
 - Offensive & defensive missions merge
- Market Impacts
 - Nation building efforts “mainstreamed”
 - Cyber, 2nd & 3rd line defense market, etc. mature



Globalization

- Defining moment for the people, market tools that support the defense market place

