

NATO-Industry relationship vision



Industries and Governments are ultimately working together in all phases of any capability life cycle

NATO

Get understanding of opportunities associated with technology trends and roadmap, production timescale, business model
Get insight into potential industry partnering ...



Through NIAG

Industry

Receive early visibility of capability planning and funding sources, allowing to make strategic forward investment decision

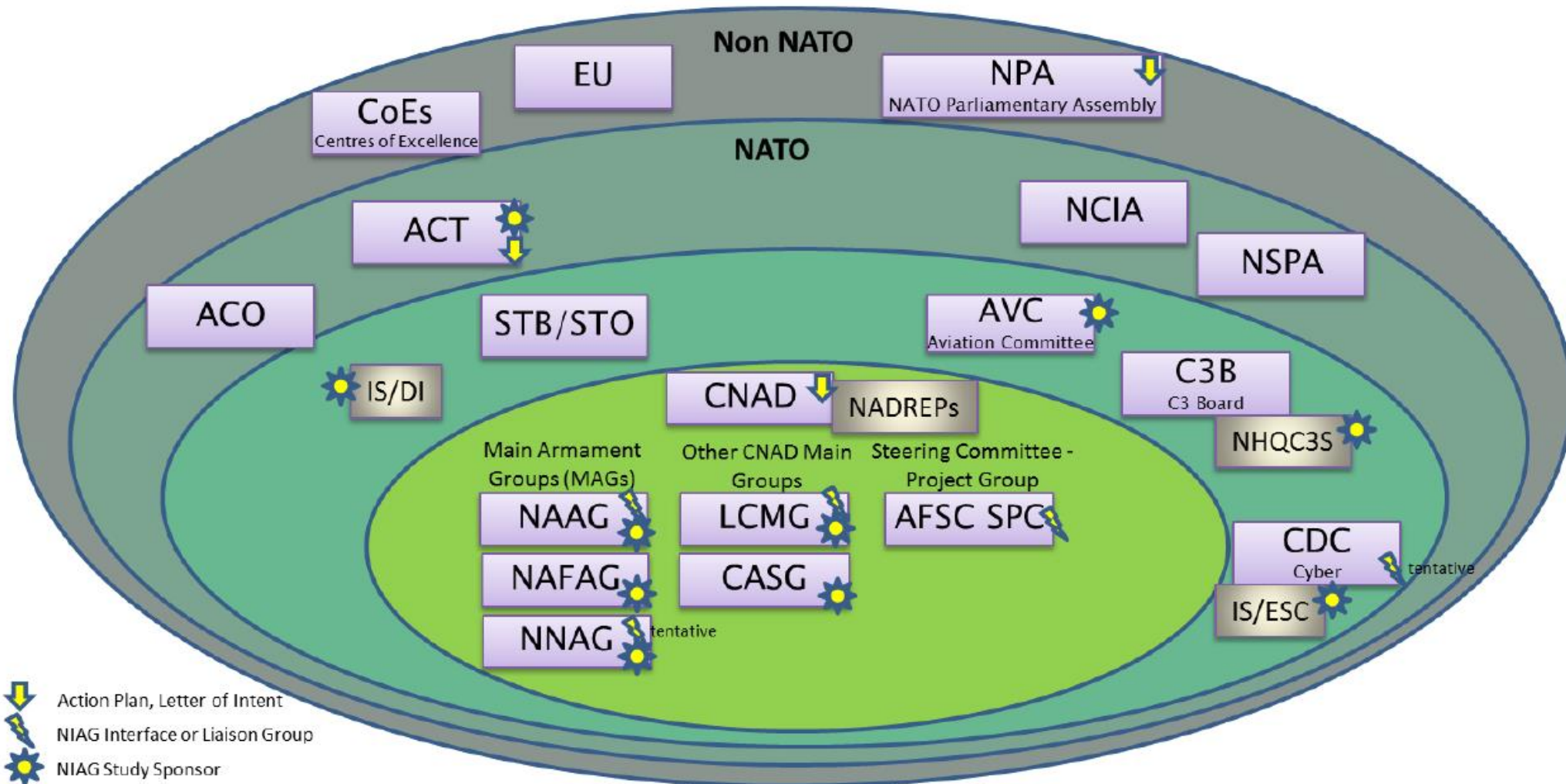
What is NIAG?

- NIAG is of industry, but is not Industry.
- NIAG represents transparency, inclusiveness and consensus from industry.
- NIAG allows NATO to seek industrial advice without fear or favour from all member and partner nations.
- Representatives are NATIONAL and the voice of the Industry in their nations. They do not represent the interest of any single company.

**Approx:
5000 companies**

80% are SMEs

NIAG Relationship Map



- Action Plan, Letter of Intent
- NIAG Interface or Liaison Group
- NIAG Study Sponsor

What does NIAG offer?

NIAG offers industry advice to help NATO and NATIONS

TECNICAL ADVICE TO INFORM:

- Standardisation
- Capability + Requirements Development
- ...

STRATEGIC ADVICE ON INVESTMENT IN:

- Production capabilities
- Skills and human capital needs
- Industry partnering for cooperation and consolidation
- Technology Roadmaps

FOR INDUSTRY NIAG OFFERS:

- Insight into NATO and national future capability needs and plans.
- An opportunity to network and with other industry and understand future industry cooperation opportunities.

NIAG engagement tools



NIAG studies

- High level advice
- Technical Studies Advice

More than 225 studies
conducted since 1972



NIAG Interface Groups

- Long-term sounding board
- Accelerated advice

Support the Life Cycle Management Group
(LCMG) and the Alliance Future Surveillance
and Control (AFSC) initiative



- ✓ Action Plans (ACT, CNAD)
- ✓ Letter of Intent with the NATO Parliamentary assembly
- ✓ NIAG Industry Liaison Team

LIST OF PROPOSED NIAG STUDIES FOR THE CALENDAR YEAR 2019

Nr	Sponsor	Study Title	Open to Partners
1	CASG	STANAG study for a joint safety and suitability for service evaluation process which will include safety and strength of design tests of sensitive electronic, electromechanical and optical components used in guidance system of Gun Launched Guided Munitions (GLGM)	IP
2	NAAG/JCGGBAD	GBAD Operations against the 21st Century Peer Nation Cruise Missile and Unmanned Aerial Systems (UAS)	FIN, SWE and SWI
3	NAAG/JCGVL	Integrated Sustainability for the Next Generation Rotorcraft	SWI only
4	NAFAG	Modular Mission Equipment for NATO Special Operations Aviation	FIN and SWE
5	NNAG / UWWCG	Creating a standard for military digital underwater acoustic communications	AUS, NZL, SWE, FIN
6	LCMG	Metrics/metrics data and analytical tools in the Life Cycle of NATO systems and in contracting for logistics capability on NATO armaments and support programs	PFP

TOTAL BUDGET(*): 2.25 M

Participation in studies

Funding:

- 412 Euro pr. day for one person pr. compagny
- Covers preparation, travelling and meeting days
- Use of virtual meeting
- Funding can be modified



POC:

- Nikolaj Mølsted Andersen, FAD

To conclude

- ❑ Industries and Governments will benefit from working together in all phases of any capability life cycle



- ❑ NIAG is the tool of choice to engage with industry to obtain **consensual** view on a **non-competitive** basis
- ❑ NIAG provides a useful industry network to collaborate with on future capabilities

