



Collaboration with Industry

Dr. Eric Pouliquen,

**Branch head, Future Solutions Modeling and Simulation,
Office for Collaboration with Academia and Industry
ACOS Capability Engineering**

**CAPT John Polowczyk
US Joint Forces Command
Business Management Office**

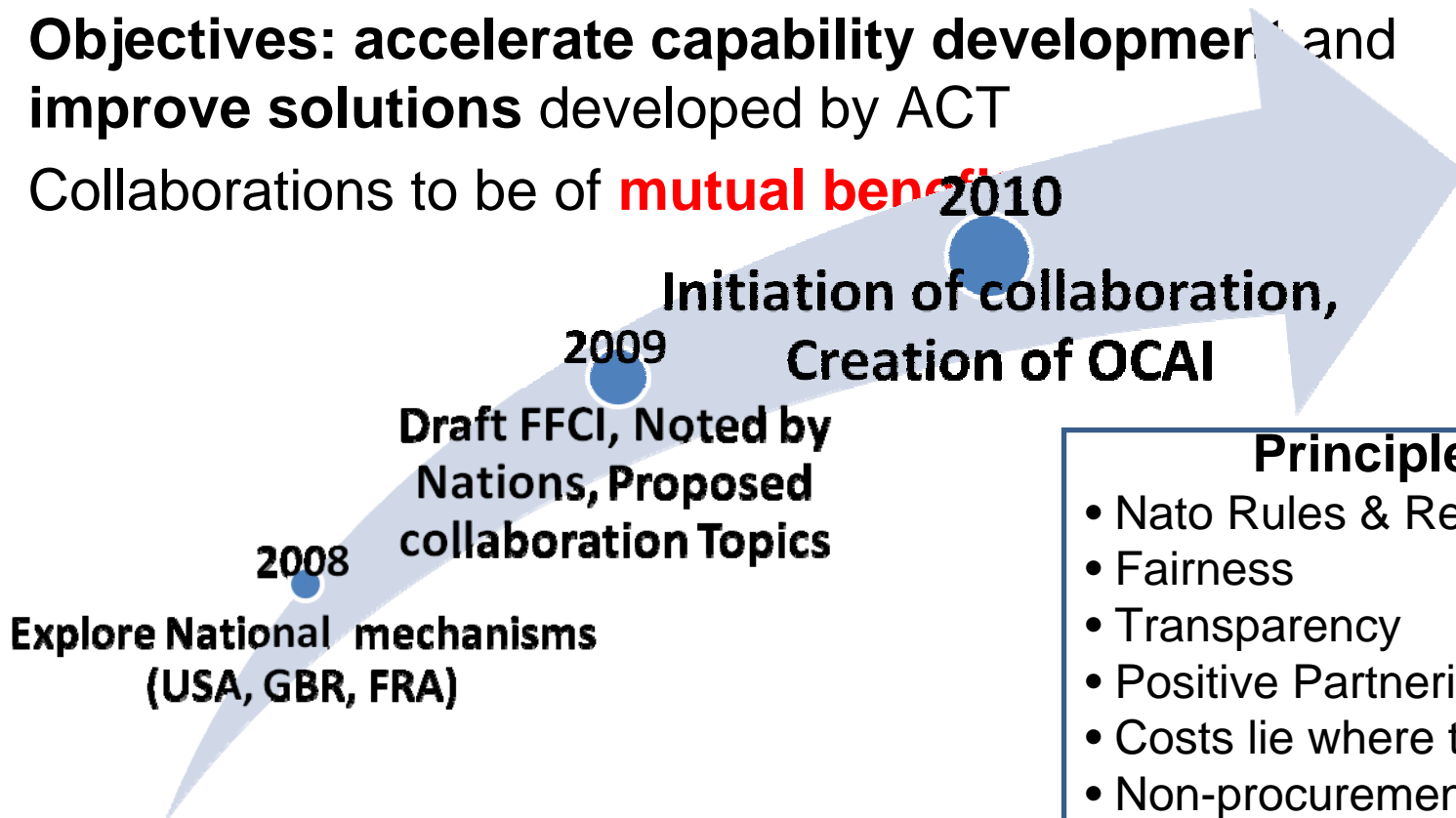
Joint Warfighting Conference, May 2010



Framework For Collaborative Interaction

Concept, Objectives, Principles, Timeline

- **Concept:** Through **Collaborative work**, to effectively leverage the expertise each party brings to capability development efforts
- **Objectives:** accelerate capability development and improve solutions developed by ACT
- Collaborations to be of **mutual benefit**





Framework For Collaborative Interactions

Mechanisms

- **Direct collaboration or via organisation, facility or event through which collaboration can be established** (e.g., NIAG, NC3A, Industry Day, NCOIC, ad-hoc consortium, etc.)
- **Engagement levels:**
 - Level 4** Collaborative project, producing a **significant value** to industry and NATO
 - Level 3** Collaborative project to facilitate concept development and enable both parties to benefit from **practical testing, demonstration or experimentation** of potential capability solutions
 - Level 2** Limited scope collaborative activities that **address specific issues** within a capability development effort
 - Level 1** **Exploration of specific capability problem** areas or capability development projects
 - Level 0** **Non-focused** interaction where no commitment to proceed between this basic interaction is intended



Framework For Collaborative Interaction

What benefits for Industry?

Benefits to Industry

- **Increased knowledge and awareness** of ACT's, NATO's and Nations' priorities / areas of interest
- Development of **solutions better fitted** to the Nations' requirements
- Access to **more realistic data, doctrine and procedures** for development and testing of products
- Participation in the **development of NATO standards**



Framework For Collaborative Interaction

Some Example of on-going projects/events

- **Distributed Network Battle Laboratory (DNBL)**
 - leverage existing Industrial testing of existing capabilities (before fielding)
 - First test Case: JISR testing (success with FRA, upcoming DEU, GBR, ITA,..)
 - Possible future cases:
 - Afghan Mission Network,
 - Balkans Regional Civil Emergency Planning Network
- **Maritime Information Services**
 - Early access to future NATO MSA (MDA) prototype, data
 - Industry to provide vision and contribute to clarify requirements
- **Sustainment Knowledge Management**
 - Provide Industry with NATO challenges mainly in logistics and medical fields
 - Industry to provide vision and discuss solutions
- **Other topics of interest: Training, Cyber-defence, NNEC, ..**
- **Industry Day 2010, 5-6 October, Prague, CZE**



The USJFCOM Business of



Engagement USJFCOM Business Management Office

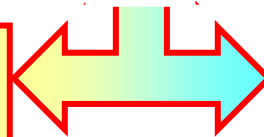
-- Providing Enhanced and Agile Business Processes --

- *Informing Partners (e.g., Annual Joint Warfighting Conference)*
- *Providing Visibility (e.g., Focused Forums)*
- *Facilitating Engagement and Enabling Support (e.g., Capability Presentations And Demonstrations)*
- *Migrating Common Acquisition Support Requirements to Common Contract Vehicles*
- *Supporting Efforts by Directors to Improve Effectiveness, Economy, and Agility of Core Mission Contracts*
- *Providing the Enterprise Business Strategy & Management Plan*
- *Ensuring Transparency and Due Diligence (e.g., USJFCOM Public Web Site / USJFCOM Portal)*

Contract and Acquisition Management

Utilizing Federal Acquisition Regulations (FAR) to manage:

- Performance-based Work Statements
- Services Acquisition Strategies
- Requests for Information (RFI) and Review Process
- Contracting Office Selection and Source Selection Plans
- Ensuing Task Orders and Contract Administration



Activities and Mechanisms to facilitate engaging with industry (large & small) and universities

Research and Technology Management

Utilizing Technology Transfer and other non-FAR Authorities to manage:

- Cooperative Research and Development Agreements (CRADAs)
- Opportunity Awareness to Private Sector
- Licensing Agreements
- Memorandum of Agreement /Understanding
- Education Partnership Agreements
- Commercial / Materiel Test Agreements
- Personnel Exchanges
- Advanced Technology Achievement





Facilitating Engagements

USJFCOM

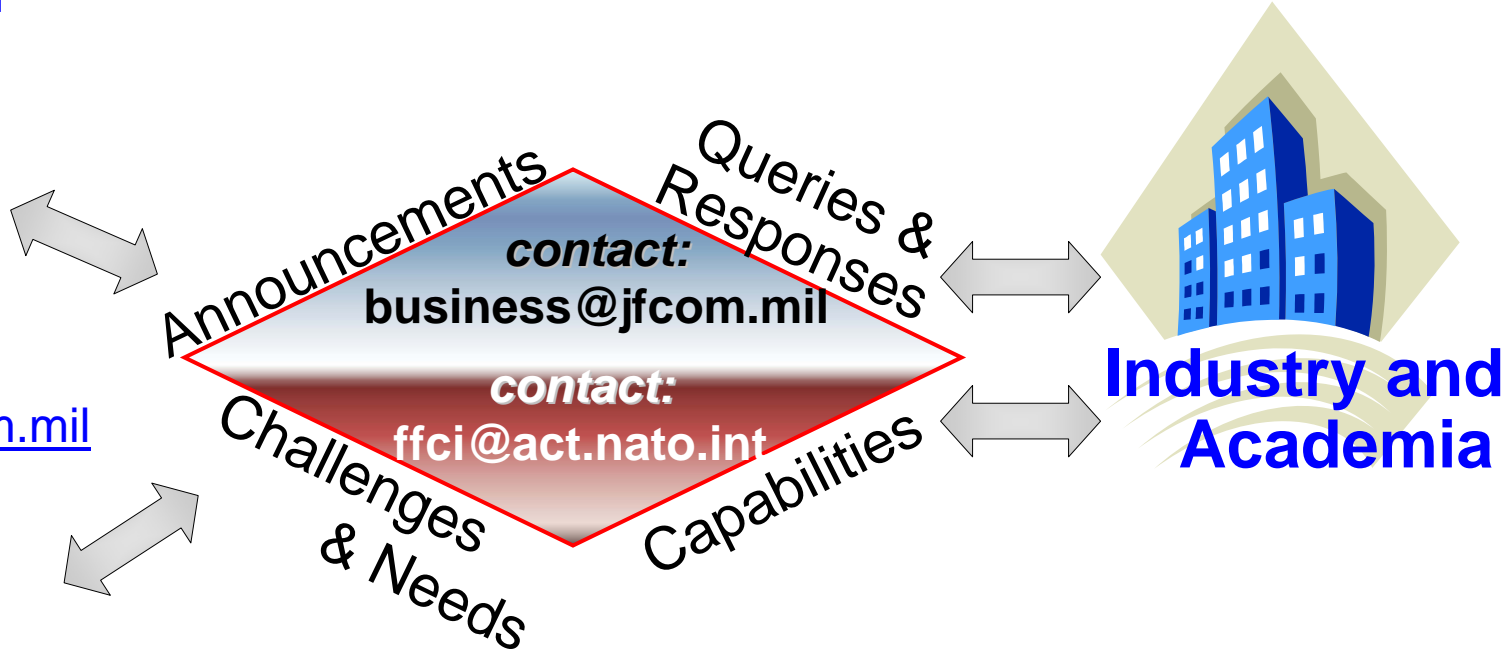


<http://www.jfcom.mil>

ACT



<http://www.act.nato.int/ffci>



Designed for:

- Understanding
- Coordination
- Facilitation
- Enablement
- Capture
- Efficiency

Provides:

- Single Voice
- Awareness / Transparency
- Comprehensive Effort
- Consistency
- Position Strength
- Due Diligence