

14TH U.S.-SWEDEN DEFENSE INDUSTRY CONFERENCE

STRENGTHENING COOPERATION FOR THE FUTURE



MAY 18, 2011

www.ndia.org/meetings/147S

► WASHINGTON, DC

► EVENT #147S

CONFERENCE THEME:

Strengthening
Cooperation for the
Future

CONFERENCE NARRATIVE:

U.S. and Swedish defense companies have a several decades-long history sharing defense technology to their mutual benefit. This one day event is structured to bring together industry and government representatives from both countries and leverage their talent and experience. Participants at previous conferences consisted largely of government officials directly engaged in the identification and championing of new areas for collaboration; and executives from companies capable of executing those business and cooperative opportunities. We anticipate the May 2011 conference will be similarly populated.

Standing at the beginning of a new decade, the U.S. and Swedish militaries are poised to transform into leaner, more efficient armed forces. We will explore how U.S. and Swedish companies are supporting and adapting to these changes. The conference will juxtapose these adaptations against a backdrop of challenging economic times, unstable regions and failed states.

Participants will explore what can be done better to meet current operational needs while preparing for what comes next. Government and industry attendees will benefit from engaging with the best minds in the U.S. and Swedish defense communities as they focus on transitioning technology and know-how into the new systems that will increase the near-term effectiveness of U.S. and Swedish forces.

CONFERENCE LOCATION:

House of Sweden
2900 K St NW
Washington, DC 20007

Tuesday May 17, 2011

17:30 - 19:00 OPENING RECEPTION

- ▶ Location: House of Sweden

Wednesday May 18, 2011

7:30 - 8:00 REGISTRATION

8:00 - 8:10 WELCOME REMARKS

- ▶ *Lt Gen Lawrence P. Farrell, Jr., USAF (Ret)*, President and CEO, National Defense Industrial Association
- ▶ *Mr. Jan Pie*, Secretary General, Swedish Security & Defense Industry Association

8:10 - 8:15 WELCOME REMARKS

- ▶ *His Excellency Jonas Hafström*, Ambassador of Sweden

8:15 - 8:45 SWEDISH GOVERNMENT REMARKS

- ▶ *Mr. Gunnar Oom*, State Secretary, Swedish Department of Foreign Affairs

8:45 - 9:15 U.S.-SWEDEN DEFENSE INTERACTION

- ▶ *Mr. Frank Kendall*, Principal Deputy Under Secretary of Defense for Acquisition, Technology and Logistics, U.S. Department of Defense

9:15 - 9:45 TRANSFORMATION OF SWEDEN'S DEFENSE ACQUISITION POLICY AND IMPLICATIONS FOR INDUSTRY

- ▶ *Mr. Jonas Hjelm*, Senior Vice President and Chief Marketing Officer, Saab AB

9:45 - 10:15 NETWORKING BREAK

10:15 - 11:00 U.S. DEFENSE INDUSTRY'S EVOLVING MARKET

- ▶ *Mr. Brett Lambert*, Director and Deputy Under Secretary, Manufacturing and Industrial Base Policy, Assistant Secretary of Defense for Acquisition, U.S. Department of Defense
- ▶ *Lt Gen Lawrence P. Farrell, Jr., USAF (Ret)*, President and CEO, National Defense Industrial Association

11:00 - 11:45 MACROECONOMIC BENEFITS FROM ADVANCED PUBLIC PROCUREMENT *GRIPEN PROGRAM*

- ▶ *Dr. Gunnar Eliasson*, Professor (EM), Royal Institute of Technology, Stockholm
- ▶ *Mr. Joseph Evans*, Vice President Strategy and Business Development, Saab North America, Inc.

CONFERENCE
AGENDA

- 11:45 - 12:15 U.S. EXPORT CONTROL REFORM UPDATE
▶ *Mr. Kevin Wolf*, Assistant Secretary for Export Administration, Bureau of Industry and Security, U.S. Department of Commerce
- 12:15 - 13:45 NETWORKING LUNCH
- 13:45 - 14:45 U.S.-SWEDEN JOINT PROJECTS PANEL DISCUSSION
MODERATOR: *Mr. Frank Cevasco*, President, Cevasco International, LLC
▶ GIRAFFE RADAR - *Mr. Nicholas Klastava*, PM Radars, Project Lead Giraffe, U.S. Army
▶ ADVANCED RADARS IN A MARITIME ENVIRONMENT - *CDR Stephen Benson, USN (Ret)*, Manager Strategic Planning, Defense and Security Systems, Sensis Corporation
▶ MARITIME PROGRAM DEVELOPMENT - *Mr. Ingemar Steimer*, Vice President, Business Unit Submarine, Kockums
▶ SHADOW PROGRAM - *Mr. Per-Anders Hallqvist*, Director International Business Development, Textron
- 14:45 - 15:15 FUTURE SWEDISH MILITARY REQUIREMENTS – THE IMPLICATIONS FOR INDUSTRY AND INTERNATIONAL COOPERATION
▶ *MG Per Lodin*, Swedish Army, Director Strategic Planning and Development, Swedish Defense Materiel Administration, FMV
- 15:15 - 15:45 NETWORKING BREAK
- 15:45 - 16:30 FUTURE COOPERATION: OPPORTUNITIES AND CHALLENGES
Moderator: *Mr. Jeff Bialos*, Partner, Sutherland Asbill & Brennan, LLP
▶ *Mr. Richard Millies*, Vice President, International Government Relations, BAE Systems, Inc.
▶ *Mr. Dennis Carroll*, Vice President Business Development, Raytheon Missile Systems Company
- 16:30 - 16:45 CLOSING REMARKS
▶ *Mr. Jan Pie*, Secretary General, Swedish Security & Defense Industry Association
▶ *Lt Gen Lawrence P. Farrell, Jr., USAF (Ret)*, President and CEO, National Defense Industrial Association
- 18:30 - 20:30 BUFFET RECEPTION DINNER HOSTED BY SWEDISH AMBASSADOR
▶ Location: Ambassador's Residence
3900 Nebraska Ave. NW
Washington, DC

PARTNERING ORGANIZATIONS



NATIONAL DEFENSE INDUSTRIAL ASSOCIATION
NDIA provides individuals from academia, government, the military services, small businesses, prime contractors, and the international community, the opportunity to network effectively with the government - industry team, keep abreast of the latest in technology developments, and address and influence issues as well as government policies critical to the health of the defense industry and the preservation of our national security.

SWEDISH SECURITY & DEFENCE INDUSTRY ASSOCIATION
The Swedish Security and Defence Industry Association was founded in 1986. The Association is open to companies producing equipment and services, military as well as commercial, for defense and homeland security applications. The purpose of the Association is to promote the common interests of the industry and to strive for an increased understanding of its importance to Swedish security and defence policy. The Association represents the Swedish Security and Defence Industry in several international organisations in addition to co-operating with defense industry associations worldwide.

With Support From: THE EMBASSY OF SWEDEN, WASHINGTON, DC

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- CONFERENCE PLANNING COMMITTEE:**
▶ *Mr. John Belanger*, Vice President, Head of Communications, Saab
▶ *Mr. Frank Cevasco*, President, Cevasco International, LLC
▶ *Mr. Anders Florenius*, Counselor of Defense Industry Cooperation, Embassy of Sweden
▶ *Mr. Nils Johansson*, Senior Advisor, Defense Industry Cooperation, Embassy of Sweden
▶ *Col Michael Joy*, USAF, Armaments Cooperation Atlantic, OUSD(AT&L), U.S. Department of Defense

**LT GEN LAWRENCE P.
FARRELL, JR., USAF (RET)
PRESIDENT AND CEO, NDIA**

Lt Gen Lawrence P. Farrell, Jr., USAF (Ret) became the President and CEO of NDIA in September 2001. Prior to his retirement from the Air Force in 1998, General Farrell served as the Deputy Chief of Staff for Plans and Programs, Headquarters U.S. Air Force, Washington, D.C. He was responsible for planning, programming and manpower activities within the corporate Air Force and for integrating the Air Force's future plans and requirements to support national security objectives and military strategy.

Previous positions include Vice Commander, Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio, and Deputy Director, Defense Logistics Agency, Arlington, Virginia. He also served as Deputy Chief of Staff for Plans and Programs at Headquarters U.S. Air Forces in Europe. A command pilot with more than 3,000 flying hours, he flew 196 combat missions in Southeast Asia, and commanded the 401st Tactical Fighter Wing, Torrejon Air Base, Spain. He was also the system program manager for the F-4 and F-16 weapons systems with the Air Force Logistics Command, Hill Air Force Base, Utah.

General Farrell has had in-depth business development experience, having served on various business strategy groups for such companies as LABBLEE Corp, Raytheon, Labat-Anderson Inc., KPMG, Huber Corp, The Boeing Company, and Philadelphia Electric Company. He has also served on a number of study groups supporting The United States Air Force, The Rand Corporation, and The Logistics Management Institute. In addition, he has been a member of the advisory boards of UNISPHERE Inc., BAE Systems Simulation and Training, Learning Byte International, The Camber Corporation, and is past Chairman of the Board of Miltope

Corporation. He currently serves on the Boards of Global Healthcare Exchange, Advanced Technology Institute, and the National Center for Defense Manufacturing and Machining.

General Farrell is a graduate of the Air Force Academy with a BS in Engineering and an MBA from Auburn University. Other education includes the National War College and the Harvard Program for Executives in National Security.

A native of Montgomery, Alabama, he is married to the former Victoria Leigh Kruzell of Richmond, Virginia. They have a son, Lt Col Sean Farrell, USAF; a daughter, Kelly Farrell Lowder, and 4 grandchildren.

**MR. JAN PIE
SECRETARY GENERAL,
SWEDISH SECURITY &
DEFENSE INDUSTRY
ASSOCIATION**

POSITION

The purpose of the Association is to promote the common interests of the security and defence industry and to strive for increased understanding of its importance to Swedish security and defence policy.

The Association represents the Swedish security and defence industry in ASD (AeroSpace and Defence Industries Association of Europe) and in NIAG/PfP (NATO Industrial Advisory Group/Partnership for Peace), in addition to co-operating with defence industry organisations in several countries.

RECENT POSITION

Vice President and emergency preparedness director at the SOS Alarm group, responsible for developing support to the national authorities in Sweden's crisis management system. CEO of a subsidiary within the company group

EDUCATION

- 2007 - The Solbacka course – chief programme IHT/SNDC, The Institute for National Defence and

Security Policy Studies (IHT) at the Swedish National Defence College, Stockholm

- 2003 - 2004 - Executive Management Programme IFL Executive Education at Stockholm School of Economics
- 1999 - 2000 - IHM Master Programme IHM Business School, Gothenburg
- 1988 - 1991 - Diploma of life insurance adviser IFU, Stockholm School of Economics

OTHER

Board member of ASD, AeroSpace and Defence Industries Association of Europe.

**HIS EXCELLENCY JONAS
HAFSTRÖM
AMBASSADOR OF SWEDEN
TO THE UNITED STATES,
EMBASSY OF SWEDEN**

Jonas Hafström became ambassador of Sweden to the United States on Aug. 29, 2007.

Ambassador Hafström previously served as Sweden's ambassador to Thailand, Laos, Cambodia and Burma/Myanmar (2004-07), prior to which he was a member of the Swedish Defense Committee (1998-99), as well as deputy director-general and head of the Department for Consular Affairs and Civil Law in the Ministry of Foreign Affairs (2000-04). In addition, he has served various postings under former Prime Minister and Chairman of the Moderate Party Carl Bildt, including: foreign policy advisor (1987-2000), head of the party's International Bureau (1994-2000), assistant undersecretary (1991-94), and press secretary (1987-91). Ambassador Hafström, a noncommissioned reserve captain in the Swedish Army, also held numerous other public sector postings throughout the 1980s, including head of section in the Foreign Affairs Ministry, first secretary to the Swedish Embassy in Washington and in Tehran, and press secretary to the minister of justice.

Ambassador Hafström holds a bachelor's of law degree from Sweden's Lund University.

He is married to Eva Hafström and they have three children.

MR. GUNNAR OOM
STATE SECRETARY, SWEDISH
DEPARTMENT OF FOREIGN
AFFAIRS

Born 1951. Three children.

Education

- 1972–1973 University of Uppsala, Sweden, Second degree (The equivalent of one-year full studies of Russian language)
- 1973–1975 Lund Institute of Technology, Sweden, Chemistry
- 1979–1981 University of Lund, Sweden, Bachelor of Business Administration (comparable)

Positions and assignments

- Nov 2010 – State Secretary, Ministry for Foreign Affairs
- 2003 – Nov 2010 - Mayor and Chairman of the Municipality Board of Danderyd
- Aug 1999 – Nov 2001 - Business Developer and Chief Investment Manager, NCC BOT, Stockholm
- 1993 – Aug 1999 - Director Project Finance, Vattenfall AB, Stockholm
- 1990–1993 Financial Manager, Vattenfall Engineering AB, Stockholm Managing Director, Idhammar System, Stockholm
- 1986–1989 Managing Director, SveaBanken, Stockholm
- 1983–1986 Accounting and Financial Manager, SveaBanken, Stockholm
- 1982–1983 Accounting Manager, Idhammar Konsult AB, Södertälje
- 1981–1982 Purchasing Assistant, Swedish Farmers Association

Other

- Member and Secretary of the Board of Directors, Vattenfall Treasury AB (1990–1993, 1995–1999)

- Member of the Board of Directors, Vattenfall Development AB (1990–1993).
- Member of the Board of Directors, SveaBanken/Carnegie Treasury Fund (1986–1989)
- Member of the Financial Group for the EU funded Baltic Ring survey (1995–1997)
- Member of the Board of Directors for Tosli Investment B.V., Vattenfall's and NRG Energy Inc's mutually owned holding company for the group's investments in Latin America.
- Deputy Chairman of Scandinavian Center for Maintenance Management (1991–1993)
- President of Lunds Studentkår (Student Union of Lund) (1978)
- Member of Produktionsstyrelsen in Danderyd since 1995 (The local community board responsible for all school and elder care services).
- Chairman of Stockholmsregionens Försäkringsaktiebolag since 2007 (captive insurance company)
- First deputy Chairman of Storstockholms brandförsvar since 2007 (firebrigade)
- Engaged as a speaker in a number of occasions (World Bank, IIR, SIDA and other seminars)

MR. FRANK KENDALL
PRINCIPAL DEPUTY UNDER
SECRETARY OF DEFENSE FOR
ACQUISITION, TECHNOLOGY
AND LOGISTICS, U.S.
DEPARTMENT OF DEFENSE

Mr. Frank Kendall was sworn in as Principal Deputy Under Secretary of Defense for Acquisition, Technology and Logistics on March 8, 2010. He has more than 35 years of experience in engineering, management, defense acquisition and national security affairs in private industry, government and the military. He has been a consultant to defense industry firms, non-profit research organizations, and the Department of Defense in the areas of strategic planning, engineering management, and technology assessment. Mr. Kendall was Vice

President of Engineering for Raytheon Company, where he was responsible for management direction to the engineering functions throughout the company and for internal research and development. Before assuming his current position, Mr. Kendall was a Managing Partner at Renaissance Strategic Advisors, a Virginia-based aerospace and defense sector consulting firm.

Within government, Mr. Kendall held the position of Director of Tactical Warfare Programs in the Office of the Secretary of Defense and the position of Assistant Deputy Under Secretary of Defense for Strategic Defense Systems. Mr. Kendall is a former member of the Army Science Board and the Defense Intelligence Agency Science and Technology Advisory Board and he has been a consultant to the Defense Science Board and a Senior Advisor to the Center for Strategic and International Studies. Mr. Kendall also spent ten years on active duty with the Army serving in Germany, teaching Engineering at West Point, and holding research and development positions.

Mr. Kendall is an attorney and has been active in the field of human rights, working primarily on a pro bono basis. He has worked with Amnesty International USA, where he served as a member of the Board of Directors, with Human Rights First, for whom he was an observer at Guantanamo, and with the Tahirih Justice Center, where he was Chair of the Board of Directors.

Mr. Kendall is a Distinguished Graduate of the U.S. Military Academy at West Point and he holds a Masters Degree in Aerospace Engineering from California Institute of Technology, a Master of Business Administration degree from C.W Post Center of Long Island University, and a Juris Doctor from Georgetown University Law Center.

Commanders Board on cooperation
between Civil society and Armed
Forces

**MR. JONAS HJELM
SENIOR VICE PRESIDENT AND
CHIEF MARKETING OFFICER,
SAAB AB**

- Title Chief Marketing Officer, Saab AB
- Date of birth Born in Falköping, Västergötland, 1971
- Education Upper secondary school, technical programme
- 1992-93 National military service
- 2001 Leadership and management program at Stockholm School of Economics, SSE Executive Education
- 2002 National Defence Collage – National Intelligence course
- 2003 National Defence Collage - senior management course

Appointments and positions of trust

- 2010 Senior Vice President, Chief Marketing Officer, Saab AB
- 2006-10 Group Senior Vice President, Saab AB
- 2003-06 State Secretary/Vice Minister, Ministry of Defence
- 2000-03 Political adviser, Prime Minister's office
- 1997-00 Political adviser to the Minister for Defence Dr Björn von Sydow, Ministry of Defence
- 1996-97 Member of the Board, The National Service Administration
- 1996-97 Coordinator, Society and Defence organisation
- 1995-97 Member of the Council for public control of the Swedish Armed Forces
- 1995-96 Secretary to the commission on the social and economic situation of Swedish conscripts
- 1994-95 Coordinator Anti-drug campaign, Armed Forces Headquarters
- 2
- 1993-94 Member of the Swedish Council of Conscripts

Other Assignments

- 2009 - 2010 Chairman of Swedish Security & Defence Industry
- 2009 - Chairman of the Supreme

**MR. BRETT LAMBERT
DEPUTY ASSISTANT
SECRETARY OF DEFENSE
FOR MANUFACTURING AND
INDUSTRIAL BASE POLICY,
U.S. DEPARTMENT OF
DEFENSE**

Since 2009, Mr. Lambert has been the principle advisor to the Under Secretary of Defense for Acquisition, Technology and Logistics on all matters relating to the defense industrial base, including industrial capabilities and assessments; defense industry mergers, acquisitions and consolidation; preservation of essential industries and technologies; and other related matters.

Prior to joining the DoD, Mr. Lambert was a managing director for the Civitas Group. In this role he provided strategic advisory services for companies operating in the intelligence, homeland defense, and national security sectors.

From 1989 until 2007, Mr. Lambert held positions of increasing responsibility at DFI International, a national security consultancy he built with the founder. Mr. Lambert assisted in the sale of DFI 2007.

At the conclusion of his tenure with DFI, Mr. Lambert held the titles of Executive Vice President of DFI International and Managing Director of DFI Investment Partners. He was also the company's ethics officer and served as a member of the Board of Directors. Mr. Lambert specialized in technology assessments, strategic planning, and market analyses for defense, intelligence, and space companies. His engagements assisted client's identification and quantification of new or evolving markets, described the political and business environments in which they operated and provided execution guidance to ensure the implementation of successful ventures. Mr. Lambert

also worked closely with a number of leading venture funds, merchant banks and private equity firms in support of their national security portfolio companies.

While with DFI, Mr. Lambert also led the company's work with first-tier defense firms, financial institutions, and private equity organizations in merger and acquisition market advisory services. Throughout his time with DFI, Mr. Lambert was engaged in scores of acquisitions, international joint ventures, offset arrangements and foreign equity investments representing a wide variety of both buyers and sellers in the national security space.

Before joining DFI, Mr. Lambert worked for the US Department of State (USAID) at the American Embassy in New Delhi. Prior to this, he attended graduate school at Jawaharlal Nehru University on a Rotary Graduate Scholarship he received during his senior year at Kansas State University. He also worked as an independent journalist in India, Pakistan and Burma. Before his time in Asia, Mr. Lambert served in the Political-Military Group at the Center for Strategic and International Studies.

**DR. GUNNAR ELIASSON
PROFESSOR (EM), ROYAL
INSTITUTE OF TECHNOLOGY,
STOCKHOLM**

Gunnar Eliasson is Professor Emeritus of Industrial Economics/Dynamics at the Royal Institute of Technology (KTH) and a Senior Researcher at the Swedish Entrepreneurship Forum and at the Ratio Institute in Stockholm. He was previously President of the Industrial Institute for Economic and Social Research (IUI) in Stockholm and before that Chief Economist and Director of the Economic Policy Department at the Federation of Swedish Industries. From 1994 to 1996 he was President of the International Joseph A. Schumpeter Society. His current research is focused on the economics of the

firm and management, technology, entrepreneurship and economic development, and on the competence demands on the labor markets of the New Economy. He is the father of the Swedish micro to macro simulation model, MOSES, and the theory of the Experimentally Organized Economy and of Competence Blocs. He has published many books and journal articles in the fields of industrial economics, the theory of the firm, business economic planning and management, labor and education economics and simulation modeling. Among his books are Business Economic Planning (Wiley 1976), The Dynamics of Market Economies (Edited together with Richard Day, North Holland 1986), Technological Competition and Trade in the Experimentally Organized Economy (IUI 1987), The Knowledge Based Information Economy (Telecon 1990), Firm Objectives, Controls and Organization (Kluwer 1996), The Micro Foundation of Economic Growth (Edited together with Christopher Green, University of Michigan Press 1998), The Birth, the Life and the Death of Firms (Ratio 2005) and recently Advanced Public Procurement as Industrial Policy – aircraft industry as a technical university (Springer 2010). Together with his wife, Ulla, he has authored a study on the 15th century art markets in Northern Italy and Florence (1997).

**MR. JOSEPH EVANS
VICE PRESIDENT
STRATEGY AND BUSINESS
DEVELOPMENT, SAAB NORTH
AMERICA, INC.**

Joe Evans is currently the Vice President of Strategy and Business Development of Saab North America in Washington, D.C. Most recently, Evans served as the Vice President for Defense Programs for Saab and has increasing responsibilities for the development and management of radar and sensor system programs for US government customers.

Prior to this appointment, Evans spent

close to 20 years with the General Dynamics Corporation in the areas of engineering design and development, procurement, finance, contracts, international sales and marketing, program management, strategic planning and alliances, and corporate development. His last assignment was as Director of International Strategic Planning and Business Alliances at the Land Systems (GDLS) operations in Sterling Heights, Michigan. Evans has extensive international business experience working with industry and governmental officials throughout Europe, the Middle East, North Africa and Asia.

Evans first experience working with Swedish industry and governmental officials began in 1991 when he was responsible for the campaign to market major defense articles to the Swedish Army, with a special emphasis on collaboration with Swedish industry. During the period 1995-1997, he worked as a defense analyst and marketing consultant at the Embassy of Sweden in Washington, D.C. and then later as the Vice President for North America for Celsius AB.

Evans holds a Master's Degree in International Politics and Economics from the University of Detroit, Masters in Management and a Bachelor of Science in Engineering Technology from Northern Michigan University. Evans is a graduate of the International Operations Program at the Stockholm School of Economics and the Global Business Executive Leadership Program at Georgetown University in Washington, DC. Evans is currently pursuing a doctorate degree in management at the University of Maryland. He has been involved with a number of groups and associations including the Association of the United States Army (AUSA), National Defense Industrial Association (NDIA), and is the immediate Past President of the Board of Directors of the Northern Michigan University Alumni Association. Evans is an active leader in the Boy Scouts of America National Capital Area.

**MR. KEVIN WOLF
ASSISTANT SECRETARY FOR
EXPORT ADMINISTRATION,
BUREAU OF INDUSTRY AND
SECURITY, U.S. DEPARTMENT
OF COMMERCE**

Kevin J. Wolf was sworn in as Assistant Secretary of Commerce for Export Administration on February 19, 2010. Prior to his joining the Obama Administration, he was a partner in the Washington, D.C. office of Bryan Cave LLP. His practice over the course of his nearly 17 years with the firm covered most aspects of the law and policy of international trade, but focused on the Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR), sanctions administered by the Office of Foreign Assets Control (OFAC), the antiboycott regulations, the Foreign Corrupt Practices Act (FCPA), and multilateral trade controls. From 1996-1997, he was the Assistant Special Counsel to the House Committee on Standards of Official Conduct. He has a B.A. degree from the University of Missouri-Columbia, a M.A. from the University of Minnesota's Humphrey Institute of Public Affairs, and a J.D. from the University of Minnesota Law School. The Assistant Secretary assists and advises the Under Secretary on the development of policies pertaining to Export Administration issues. The Assistant Secretary also provides overall direction to and management of the national security, nonproliferation, foreign policy, national defense, and strategic industrial resource functions delegated to BIS, which include issuing related regulations, representing the Department on interagency committees dealing with BIS issues, representing the Department in domestic and international fora that address such issues, and chairing the Advisory Committee on Export Policy. In addition, the Assistant Secretary directs the Office of Strategic Industries and Economic Security (SIES), the Office of Nonproliferation and Treaty Compliance (NPTC), the Office of

National Security and Technology Transfer Controls (NSTTC), the Office of Exporter Services (OExS), and the Office of Technology Evaluation (OTE).

**MR. FRANK CEVASCO
PRESIDENT, CEVASCO
INTERNATIONAL, LLC**

Frank Cevasco is President of Cevasco International, LLC which advises domestic and international aerospace and defense corporations. He has been with several Washington-based defense consulting firms since leaving the Pentagon. His last Pentagon posting was as the Assistant Deputy Under Secretary of Defense for International Development and Production Programs where he looked after bilateral and multilateral programs with NATO, Europe and Asia. In functional terms, for 11 years he was the “technology sharing advocate” within the Office of the Secretary of Defense and principal resident advisor to a series of Under Secretaries of Defense for Acquisition & Technology on matters regarding international technology cooperation and international agreements. . He holds engineering degrees from two universities and is a graduate of the Defense Systems Management College’s Program Management course; guest lectures at several campuses of the Defense Acquisition University; writes the occasional national security-related study for Washington think tanks; chaired NDIA’s International Division; and, today serves on the Executive Committees of NDIA’s International and Missile Defense Divisions. His efforts while in government were recognized by three Heads-of-State (US, Netherlands, and Germany). He is married to wife Linda and has two sons, Michael and Kevin.

**MR. NICHOLAS KLASTAVA
PM RADARS, PROJECT LEAD
GIRAFFE, U.S. ARMY**

Nick Klastava is currently the Project Lead at PM Radars for the Giraffe Agile Multi Beam Radar system. As lead he provides support to theater personnel ensuring they have everything they need to perform their mission. He also works with Saab to continue the great support sustaining this Radar system in theater. Nick has also worked with Saab to get the first US Giraffe Radar to complete its RESET and be fielded to theater. Nick has managed this Radar system for PM Radars since July of 2010.

Prior to becoming Project Lead on the Giraffe Radar Nick was the Software Engineering Lead for the AN/TPQ-36 & 37 FireFinder Radar systems from 2007 to 2010. Nick provided software expertise to PM Radars for upgrades to these Radar systems, and worked with the contractors to ensure the software met the requirements for this system. The knowledge and support that Nick brought allowed several key software versions to get fielded to theater with enhanced capabilities to allow for these great Radar systems to continue keeping up with the threats in theater.

Nick Klastava holds a Bachelor of Science and Master of Science degree in Software Engineering both obtained from Monmouth University in 2005 and 2010 respectfully.

**CDR STEPHEN BENSON, USN
(RET)
MANAGER STRATEGIC
PLANNING, DEFENSE AND
SECURITY SYSTEMS, SENSIS
CORPORATION**

Steve Benson is a retired U.S. Navy commander who has led the growth of Naval Business at Sensis Corporation as both the Manager of Strategic Planning and Director of Naval Programs. He has embedded leading edge radar open architecture standards into the business and technical practices of

radar development. For the past 2 years, Mr. Benson has been the principle liaison between Saab Microwave Systems and Sensis Corporation. He led the team that won the recent Sea GIRAFFE radar contract for the General Dynamics Littoral Combat Ship. He participated in expeditionary warfare operations around the globe. He served as the lead expeditionary warfare analyst in the N81 assessments branch on the Navy Staff and as the Strategy Officer for U.S. Naval Forces Europe where he developed the Theater Naval Engagement Plan. Mr. Benson is a Senior Fellow at the Center for Strategic and International Studies in the Russia and Eurasia Program where he is a leading voice in US Strategy for Afghanistan and Central Asia. He is an independent consultant on national security to the U.S. Government and has written on the topics of globalization, naval force structure and security strategy for Afghanistan. He graduated from the U.S. Naval Academy in 1980 with a BS in Economics and attended the Italian Naval War College.

**MR. INGEMAR STEIMER
VICE PRESIDENT, BUSINESS UNIT
SUBMARINE, KOCKUMS**

Ingemar Steimer is currently Deputy Manager for Business Unit Submarine at Kockums in Malmö, Sweden.

After the completion of an MSc in Engineering Physics at the Lund Institute of Technology in the beginning of the 80’s Ingemar joined Kockums in 1983. He worked throughout the 80’s and 90’s with computer engineering and in various leading positions in line and project organisations.

Between 1995 and 2000 Ingemar lead a co-operation with the French submarine designer and builder, DCN. The latter part of this period he worked and lived in Paris.

In 2000 Ingemar joined HDW, which just have bought Kockums, and held for 8 years a position in the submarine design management. Part of the responsibility was towards joint activities with Kockums.

Ingemar returned to Kockums in 2008 and took on the role as Technical

Manager for submarine design.

Ingemar is born in 1952, is married and have two grown up children.

**MR. PER-ANDERS HALLQVIST
DIRECTOR INTERNATIONAL
BUSINESS DEVELOPMENT, TEXTRON**

Per-Anders Hallqvist is Director of International Business Development, European Region, for Textron Systems Corporation (TSC), wholly owned subsidiary of Textron Inc. Named to his position in October 2008, Mr. Hallqvist is responsible for Textron Systems Operating Units Business Development within Europe in his functional role.

His responsibilities include identifying and creating business opportunities, and setting-up and managing strategic relationships, partnerships and alliances to enhance the business' long-term competitiveness. He previously had been the Director for International Business development at AAI, an operating unit of Textron Systems Corporation.

Before joining AAI in January 2005, Mr. Hallqvist had a distinguished 19 years of International career with main focus on developing and managing businesses in North America with emphasis on Defense and Homeland Security Market. Professional experiences include:

- President; Patria Hagglands, North America; Established and Developed Patria Hagglands, Inc. with focus to establish the company within the U.S. Defense Market.
- President; Aimpoint, Incorporated: Managed restructuring and turnaround. Hallqvist was awarded the Swedish Trade Councils annual Achievement Award for Aimpoint's Turnaround and Market Segmentation.

Earlier in his career, Hallqvist was accepted into the Management Trainee Program at SKF Group (Leading global supplier of products, solutions and services within rolling bearings, seals, mechatronics, services and lubrication

systems). After completing the Program he was appointed to manage the integration of a newly acquired Company into the SKF organization; After implementation of the integration, Hallqvist became manager for the new business lines and sales organization.

Mr. Hallqvist earned a Master of Business Administration degree from The George Washington University (Graduated with national honor and selected into Beta Gamma Sigma Honor the Society for Collegiate Schools of Business), Master of Science degree in Industrial Engineering and Management from Linköping Institute of Technology, Graduate Certificate in Business Development and Corporate Turnaround from The George Washington University, Bachelor of Science degree in Natural Science from Bandhagen College. He has also completed International Political Economy, Technology and Industry courses at The University of Oxford.

He is a member of the Association of the United States Army, Swedish-American Chamber of Commerce (SACC). He initiated and established Round Table International local Chapter in Washington, DC and was elected as the first Chairman of the Chapter.

**MG PER LODIN, SWEDISH
ARMY
DIRECTOR STRATEGIC
PLANNING AND
DEVELOPMENT, SWEDISH
DEFENSE MATÉRIEL
ADMINISTRATION, FMV**

Major General Lodin joined the Swedish Armed Forces in 1978 and has served in a number of different positions both nationally and internationally. He has gained a wide-ranging expertise in the area of capability planning and policy making. As Director for strategic planning and development at the Swedish Defence Materiel Administration, FMV, he is a key figure in transforming the Swedish process for acquisition of defence material.

He was commissioned in the Swedish Army Infantry Corps in 1978 and served in various regimental appointments from platoon commander to company commander during the years of 1978 to 1987. In 1987 he attended the National Defence College, Advanced Command Programme for two years. Between the years 1989 to 1992 he served as a strategic planning officer in Army headquarters. After that he went to the Graduate Institute of International Studies, Geneva, Switzerland for one year.

During the years of 1993 to 1995 Major General Lodin served as Military Adviser at the Ministry of Defence and during this time he was promoted to Lieutenant Colonel. After his time at the Ministry of Defence he received an appointment as Battalion Commander at the Armoured Combat School in Skövde, from 1995 to 1996.

After his time in Skövde he served again in Stockholm as Head of the Planning Section of Army headquarters, during the years 1996 to 1997.

In 1997 he was promoted to Colonel and received the appointment of Chief of Staff, Northern Division for two years. In 1999 he was appointed Commander of the Norrbotten Regiment and the Norrbotten Brigade. In the year 2000 the Regiment was reorganized and renamed Norrbotten Regiment and Major General Lodin served as Regimental Commander for another 3 years.

In the spring of 2003 he was promoted to Brigadier General and received the appointment of Deputy Chief of the Joint Materiel Command at the Swedish Defence Materiel Administration during 2003/2004. Then there followed an appointment for two years as Chief of Staff, Co-ordination Department and DCOS Swedish Armed Forces headquarters in Stockholm.

Before the latest appointment at FMV

he served in KFOR, Kosovo, as CO MNTF(C) (2006-2007).

He was promoted to Major General in March 2008 and appointed to Director for strategic planning and development at the Swedish Defence Materiel Administration.

Major General Lodin is a member of the Royal Swedish Academy of Military Sciences.

**MR. JEFF BIALOS
PARTNER, SUTHERLAND ASBILL &
BRENNAN, LLP**

Mr. Bialos today is a partner in Sutherland Asbill, & Brennan, a national law firm, where he is resident in the firm's Washington D.C. office. He provides legal, business and strategy advice on defense, national security, homeland security and international economic and trade economic matters, including corporate matters (mergers, acquisitions, and joint ventures), antitrust, procurement, export controls, industrial security and trade sanctions.

Mr. Bialos has represented clients with respect to: antitrust reviews in major aerospace, space and defense mergers; numerous Exon-Florio national investigations of foreign acquisitions; the structuring of foreign defense firms' U.S. operations (including special security arrangements, security control arrangements and proxies); major internal investigations (export controls, government contracts and other issues) and voluntary disclosures; Foreign Corrupt Practices Act investigations and counseling matters, including work with court-appointed monitors; and the structuring of complex international collaborative arrangements.

Mr. Bialos also serves as a Non-Resident Senior Fellow on Transatlantic security issues at the Center for Transatlantic Relations, Johns Hopkins University's

School of Advanced International Studies, where he has conducted studies and led seminars on issues relating to the evolving role of NATO and coalition war fighting capabilities, and the integration of Transatlantic defense industries. He recently co-authored a year long, two volume study for the U.S. Department of Defense entitled "Fortresses & Icebergs: The Evolution of the Transatlantic Defense Market and Implications for U.S. National Security Strategy."

Mr. Bialos was appointed by Virginia's Governor Warner (2004) and re-appointed by Governor Kaine (2006) to the Secure Commonwealth Panel, which oversees Virginia's homeland security planning. Mr. Bialos also served (2007-2008) as a member of a Defense Science Board Task Force examining the future of the U.S. defense industry and a CSIS panel reviewing the impact of export controls on the space industry.

Government Experience

Mr. Bialos served as Deputy Under Secretary of Defense for Industrial Affairs during the Clinton Administration. He led the Department's work on defense mergers and acquisitions, advised on policies and programs concerning the defense industrial base, and managed negotiations with U.S. allies concerning defense industrial cooperation. Mr. Bialos oversaw the review of several path-breaking Transatlantic defense acquisitions and was integrally involved in developing the Defense Trade Security Initiative, a major reform of U.S. defense export controls. Mr. Bialos is a recipient of the Department of Defense Distinguished Public Service Medal.

Mr. Bialos also served as Special Advisor to Under Secretary of State for Economic, Business & Agricultural Affairs Stuart Eizenstat (Oct. 1997-Aug. 1999) and as the Principal Deputy Assistant Secretary of Commerce for Import Administration (June 1996-September 1997). While at DoD and State, Mr. Bialos also served as Head of the U.S. Delegation for negotiations with the European Union concerning cooperation on the U.S.

Global Positioning System (GPS) and the proposed European system (Galileo).

Clerkship/Education/Academic Experience

Mr. Bialos also served as law clerk to Judge Daniel Friedman on the U.S. Court of Appeals for the Federal Circuit (1982-3) and as a Senior Fellow at Kennedy School of Government, Harvard University (2001) and an adjunct professor at Georgetown University Law Center (1991-1997).

Mr. Bialos received his J.D. from the University of Chicago Law School, a Master's degree in Public Policy from the Kennedy School of Government, Harvard University, and an A.B. in history, magna cum laude, from Cornell University's College of Arts and Sciences.

Publications, Public Speaking & Organizations

Mr. Bialos has authored and co-authored numerous articles and several books on defense, international and legal subjects. He is a member of the N. Y. Council on Foreign Relations.

Mr. Bialos has chaired and spoke at numerous conferences on national security, defense, and international economic and legal issues, and testified before Congress. He has been regularly quoted in newspapers and defense journals and publications, including the Wall Street Journal and Defense News.

Personal

Mr. Bialos, born June 11, 1955, resides in McLean Virginia with his wife and son.

**MR. RICHARD MILLIES,
VICE PRESIDENT,
INTERNATIONAL GOVERNMENT
RELATIONS, BAE SYSTEMS,
INC.**

Rich Millies is Vice President, International Government Relations, BAE Systems Inc., which is a wholly

owned U.S. subsidiary of BAE Systems plc., a \$35B global defense company.

Prior to Mr. Millies current appointment in September, 2008, he served over 30 years with the U.S. government (USG) and has extensive experience working international affairs issues, particularly those associated with technology transfer, weapons sales, and politico-military affairs. From 2001-2008, he was the Deputy Director of the Defense Security Cooperation Agency, the senior civilian responsible for the USG's Foreign Military Sales program (\$36B in 2008 sales). He routinely provided advice to the Under Secretary of Defense for Policy and other senior officials, integrating weapons sales plans into larger national security goals.

Previously, he was the Director of Policy for the Deputy Under Secretary of the Air Force, International Affairs. From 1996-2000, Mr. Millies led the U.S. Air Force's foreign disclosure and international technology transfer program. From 1985-1996 he held a variety of international technology transfer, and foreign disclosure positions related to Foreign Military Sales, international research and development, combined operations, and space. From 1979-1985, he served with the Drug Enforcement Administration as an intelligence analyst and program evaluator. He also had brief assignments with the U.S. Navy and the Office of Management and Budget. He spent four years as an active duty Air Force officer and completed his Air Force Reserve career in 1998.

Mr. Millies holds a B.A. from Fordham University. He holds the M.S. in Foreign Service from Georgetown University and M.B.A. from Southern Illinois University. He attended executive development programs at Harvard and M.I.T. Awards include the Presidential Rank Award, the Secretary of Defense Medal for Meritorious Civilian Service, and the Air Force Medal for Exceptional Civilian Service.

**MR. DENNIS CARROLL,
VICE PRESIDENT BUSINESS
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SYSTEMS COMPANY**

Dennis J. Carroll is vice president of Business Development at Raytheon Missile Systems. In this position, he is responsible for leading, developing, coordinating and directing all existing and developing sales efforts, marketing and business development strategies for the business. He also is responsible for identifying, creating and exploiting competitive advantages to position Missile Systems for continued growth in existing and developing markets. Raytheon Company (NYSE: RTN), with 2010 sales of \$25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 89 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.

Most recently, Carroll was product line deputy for Guided Projectiles, responsible for capture strategy, organization and execution functions for the product line. For seven years previously, he was Phalanx Close-in Weapon System program director, growing domestic and international business, expanding into product support, and developing a new system, SeaRAM, with international cooperation.

For two years, Carroll served as Business Development director for the then Hughes Missile Systems Company and lead strategic planning for Hughes Aircraft Company's Weapons Systems Segment. Carroll joined General Dynamics' Missiles Company to develop a technology strategy for the Rolling Airframe Missile program, a ship self defense system jointly developed by U.S. and German

industry and navies.

Before joining industry, Carroll served 20 years as a naval aviator, flying more than 170 combat missions in Vietnam as a light attack pilot. He was selected for command at sea and as a Chief of Naval Operations Strategic Studies Fellow.

Carroll is a graduate of Drury University with a bachelor's degree in economics, and he has a master's degree in Computer Systems from the Naval Postgraduate School.

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Saab serves the global market with world-leading products, services and solutions from military defence to civil security. With operations on every continent, Saab continuously develops, adapts and improves new technology to meet customers' changing needs.

Its most important markets today are Europe, South Africa, Australia and the US. Saab has around 12,500 employees. Annual sales amount to around SEK 24 billion, of which research and development account for about 20 per cent of sales.

Five business areas

The global defence industry is currently undergoing an extensive transformation. To adapt to the new conditions in the industry, Saab has divided operations since 1 January 2010 into five business areas:

- * Aeronautics,
- * Dynamics,
- * Electronic Defence Systems,
- * Security and Defence Solutions, and
- * Support and Services.

More market-oriented

The goal is to create a more market-oriented company with even greater focus on customers' future needs and requirements. This means, among other things, that Saab will continue to grow in the global market and develop distinctive customer offerings.

BAE SYSTEMS

BAE Systems is a global defense, security and aerospace company with approximately 107,000 employees worldwide. The Company delivers a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and customer support services. In 2009 BAE Systems reported sales of £22.4 billion (US\$ 36.2 billion).