

NDIA



AFDA
ASSOCIATION OF FINNISH DEFENCE
AND AEROSPACE INDUSTRIES

U.S. – FINLAND DEFENSE AND SECURITY INDUSTRY SEMINAR



November 17, 2017

Embassy of Finland

Washington, DC

NDIA.org/us-finland

AGENDA

FRIDAY, NOVEMBER 17

8:00 – 8:45 am

REGISTRATION

8:45 – 9:00 am

WELCOME REMARKS

Gen Herbert “Hawk” Carlisle, USAF (Ret)
President & CEO, NDIA

Ms. Tuija Karanko
Secretary General, Association of Finnish Defence and Aerospace Industries

9:00 – 9:15 am

OPENING REMARKS

Ms. Kirsti Kauppi
Finnish Ambassador

9:15 – 9:45 am

GOVERNMENT REMARKS

Dr. Jerry McGinn
Acting Deputy Assistant Secretary of Defense, Manufacturing and Industrial Base Policy, OUSD AT&L,
Department of Defense

Dr. Jussi Niinistö
Minister of Defence of Finland

9:45 – 10:15 am

NETWORKING BREAK

10:15 am – 12:00 pm

SESSION 1 – PROCUREMENT OUTLOOK AND BUSINESS PRACTICES

Defence Procurement in Finland; Strategic Navy and Air Force Programs in Finland; Other Finnish Defence Forces Development Programs

Mr. Raimo Jyväsjärvi
National Armaments Director of Finland

How To Do Business With the Department of Defense

Ms. Patricia Foley
OUSD AT&L, Department of Defense

12:00 – 12:45 pm

SESSION 2 – FOLLOW UP FROM 2013 INDUSTRY DAY

Updates on Finnish – U.S. Governmental Cooperation

Mr. Jari Takanen
Governmental Counsellor, Ministry of Defence

Joint Development of a New Generation UAV Launcher

Mr. Juha Moisio

CEO, Robonic

Ms. Michelle Achuff

Manager, Industrial Participation, Lockheed Martin Corporation

Case: Bittium Story

Mr. Iiro Siivonen

Director, Business Development and Sales, Bittium

12:45 – 1:45 pm

NETWORKING LUNCH

1:45 - 3:00 pm

SESSION 3 – PANEL ON FORCE MULTIPLIERS

Capt (N) Jarmo Pennala

National Liaison Representative of Finland to the SACT

Moderator

COL Dawson Plummer, USA

Deputy Chief J8, DTRA - Joint Improvised-Threat Defeat Organization J8

Mr. Hannu Hytti

Business Director, Forcit

Mr. Juerry Kettunen

CEO, Savox Communications

Mr. Graylin Worcester

Senior Analyst, Boeing Phantom Works

3:00 – 3:30 pm

NETWORKING BREAK

3:30 – 4:30 pm

SESSION 4 – OPPORTUNITIES FOR FUTURE COLLABORATION

Col Sean Bradley, USAF

Foreign Comparative Testing Team

Opportunities in Finnish Strategic Programs

Mr. Martti Wallin

President, Patria Aviation

4:30 – 4:45 pm

CLOSING REMARKS

Ms. Tuija Karanko

Secretary General, Association of Finnish Defence and Aerospace Industries

4:45 – 6:15 pm

NETWORKING RECEPTION



SECURITY COOPERATION MANAGEMENT INDUSTRY COURSE

December 5-7, 2017

Arlington, VA

Register today for this innovative course that has been designed as an introduction to Security Cooperation and how defense industry plays a role in fulfilling partner nation needs through the Foreign Military Sales process.

Topics include:

- Introduction to Security Cooperation Management and USG Organizations
- Security Cooperation Organization (SCO) Responsibilities and Relationships
- Technology Transfer and Export Controls
- Foreign Military Sales (FMS) Process
- Foreign Military Sales (FMS) Process – LOA Entries
- Security Cooperation Logistics
- Acquisition for FMS and USG Offset Policy
- International Financial Management
- A Comparison of Foreign Military Sales and Direct Commercial Sales
- FMS Process - Actionable Letters of Request

For more information and to register visit [NDIA.org/SCMIC](https://www.ndia.org/SCMIC)

NDIA

National Defense Industrial Association

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