

International Cooperation: *Enhancing Coalition Warfare Capability In a Globalized World*

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Partner

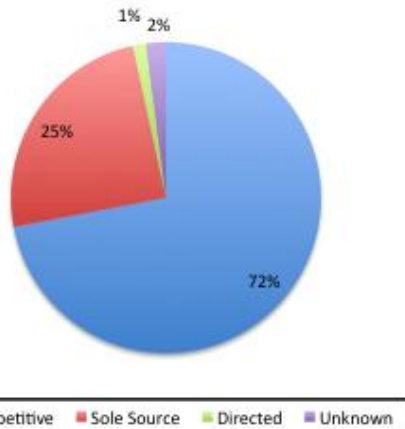
Sutherland Asbill & Brennan LLP

“Strengthening Cooperation for the Future”
14th U.S.-Swedish Defense Industrial Conference
May 2011

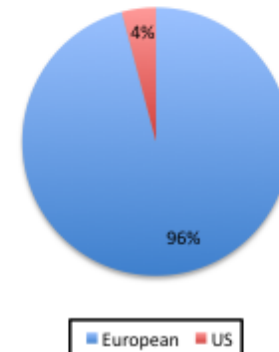
Sweden:

Most Open Defense Market Studied

Sweden-New Procurement by Award Type



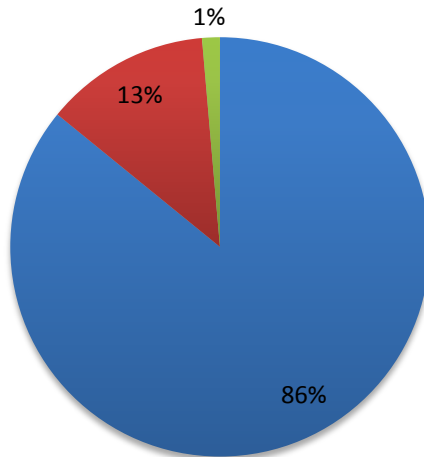
Sweden-Competitive Procurement by Supplier



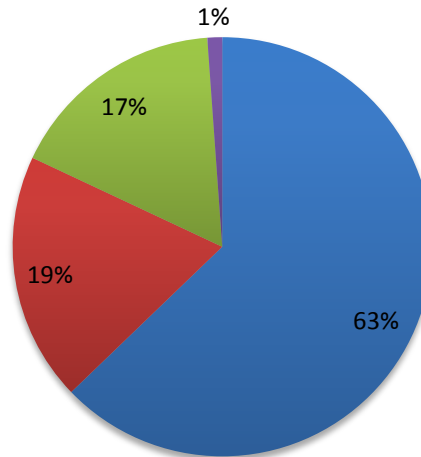
- ***Open and Competitive Procurement System – Significant Purchasing from Foreign Sources***
- ***Allows Considerable Foreign Ownership of U.S. Defense Firms***
- ***No Buy National Rules***
- ***High Offsets is Only Significant Impediment***
- ***Has Leaned U.S. Historically, Some Moves Towards EU Today***

Europe Yesterday, Today and Tomorrow

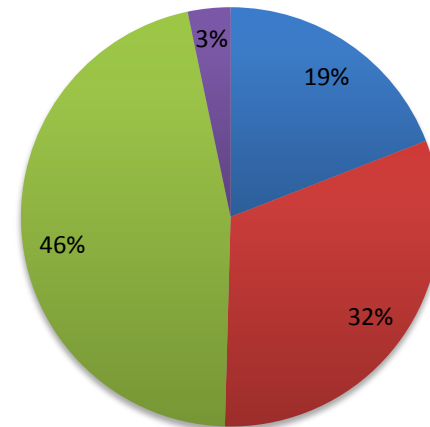
Europe Yesterday



Europe Today



Europe Tomorrow

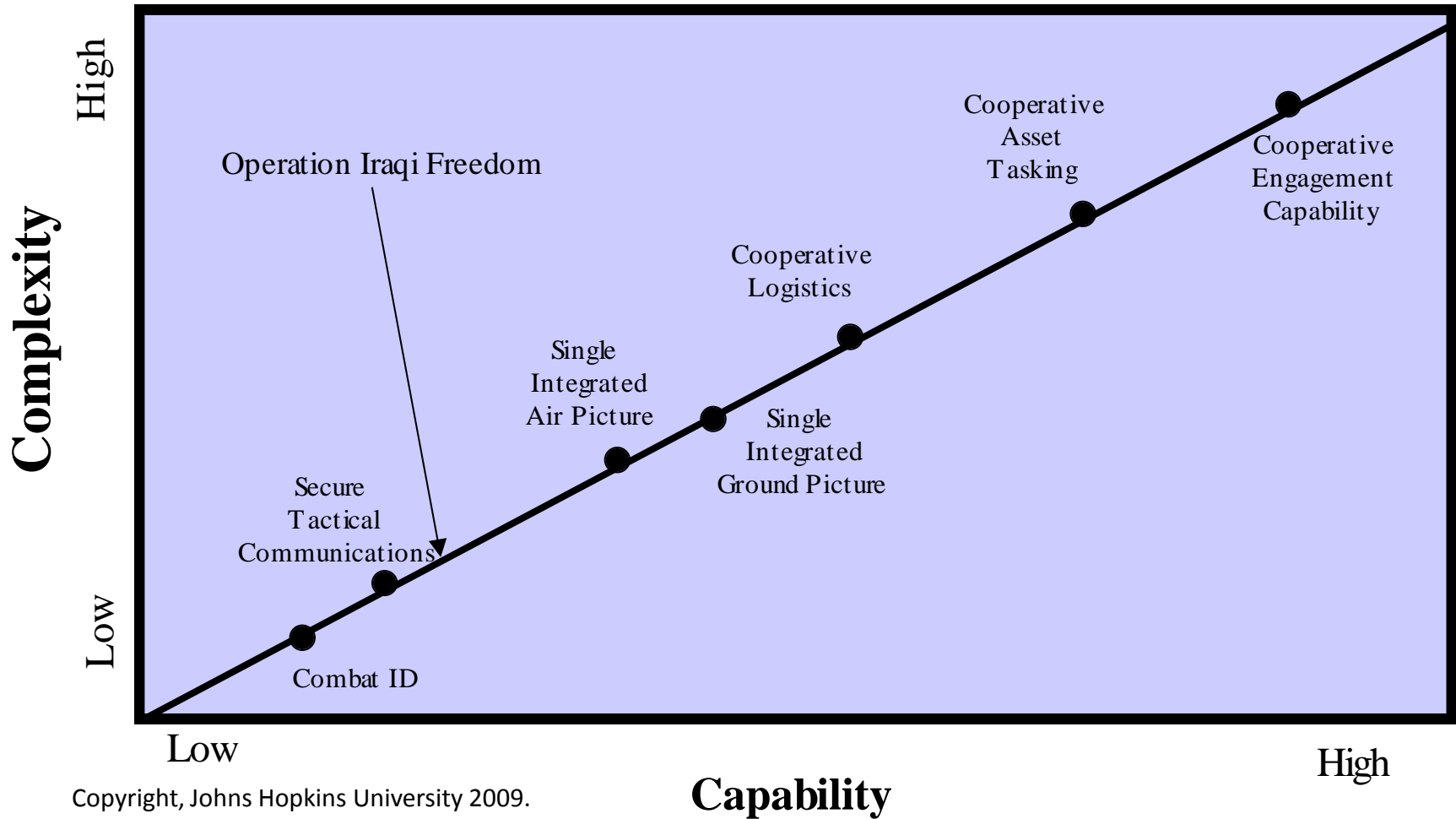


■ Sole Source ■ Multinational ■ Competitive ■ Other

- Yesterday – Predominantly National Sole Source Buying
- Today – Increased Cooperative and Competitive Buying
- Tomorrow – Predominantly Competitive and Cooperative Buying

A Shift toward “Better Value” Buying in Europe

Spectrum of Interoperability*

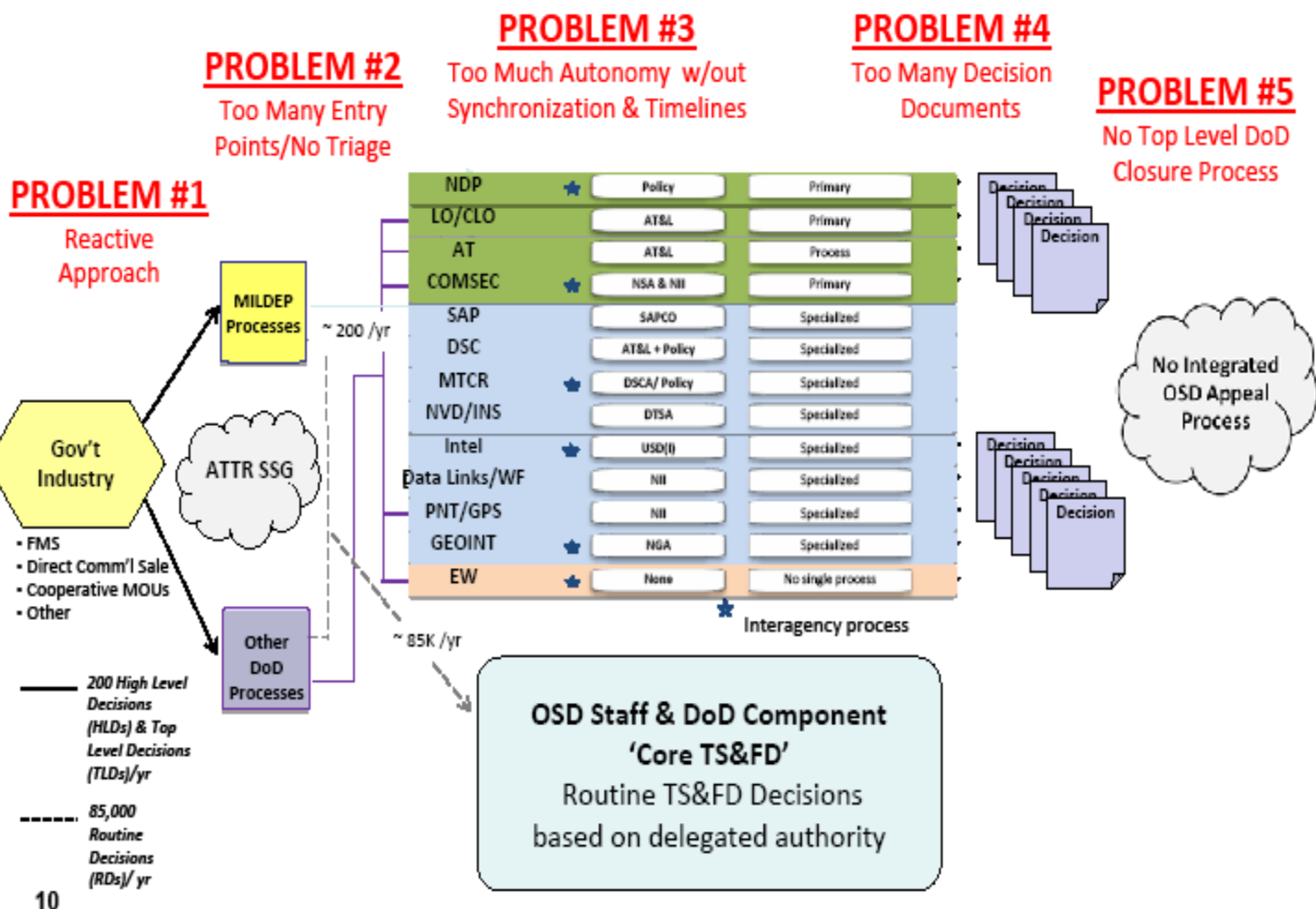


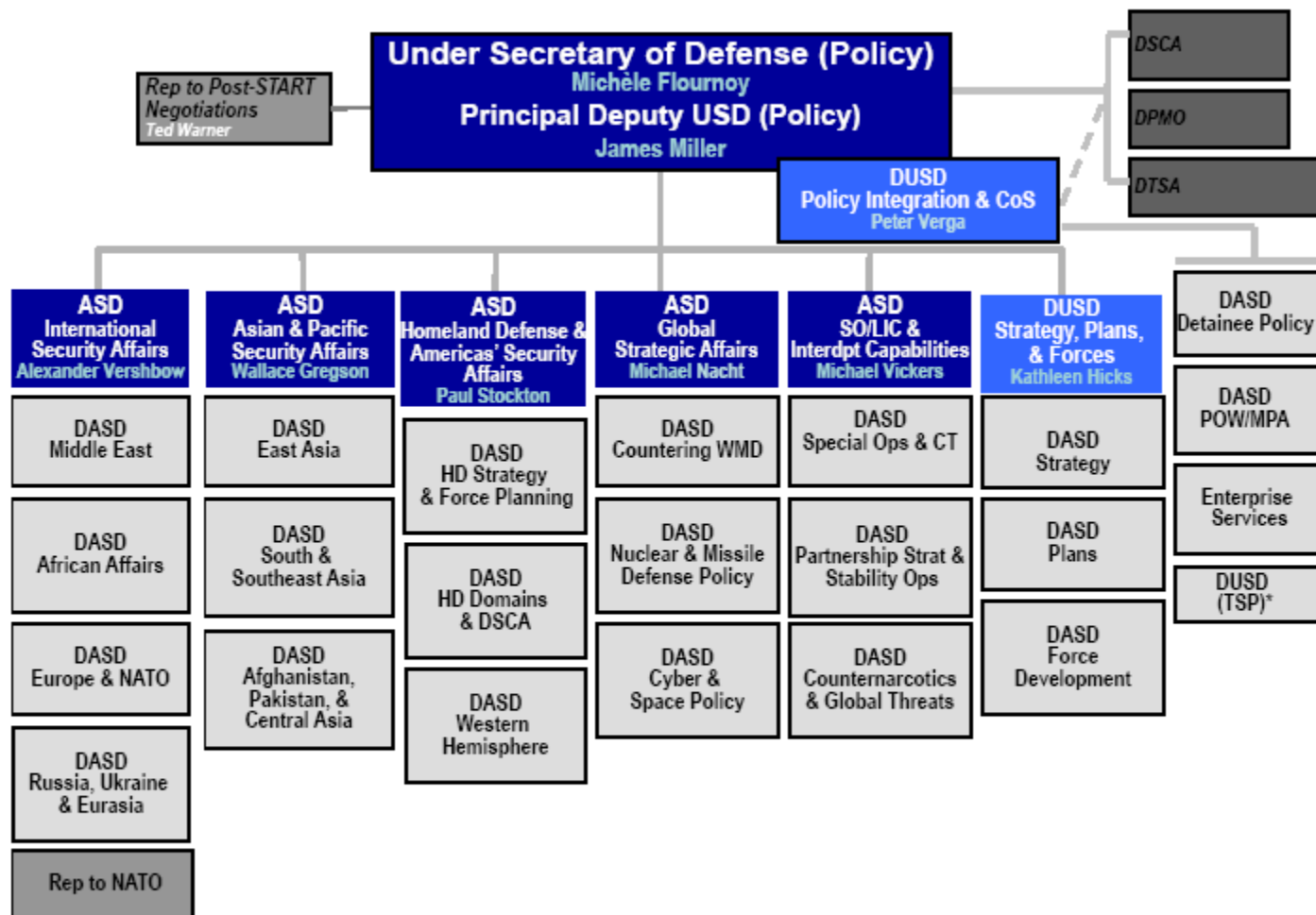
Most Coalition Contingencies Fall at the Bottom-Left



TS&FD Status Quo

– Multiple Exit/Entry – Multiple ‘Pipes’ –





As of July 14