



German Liaison Office for Defense Materiel USA / Canada



Industry Day
Berlin
19 April 2011



Bundeswehr



Mission of German Liaison Office for Defense Materiel USA/Canada (GLO) (1)

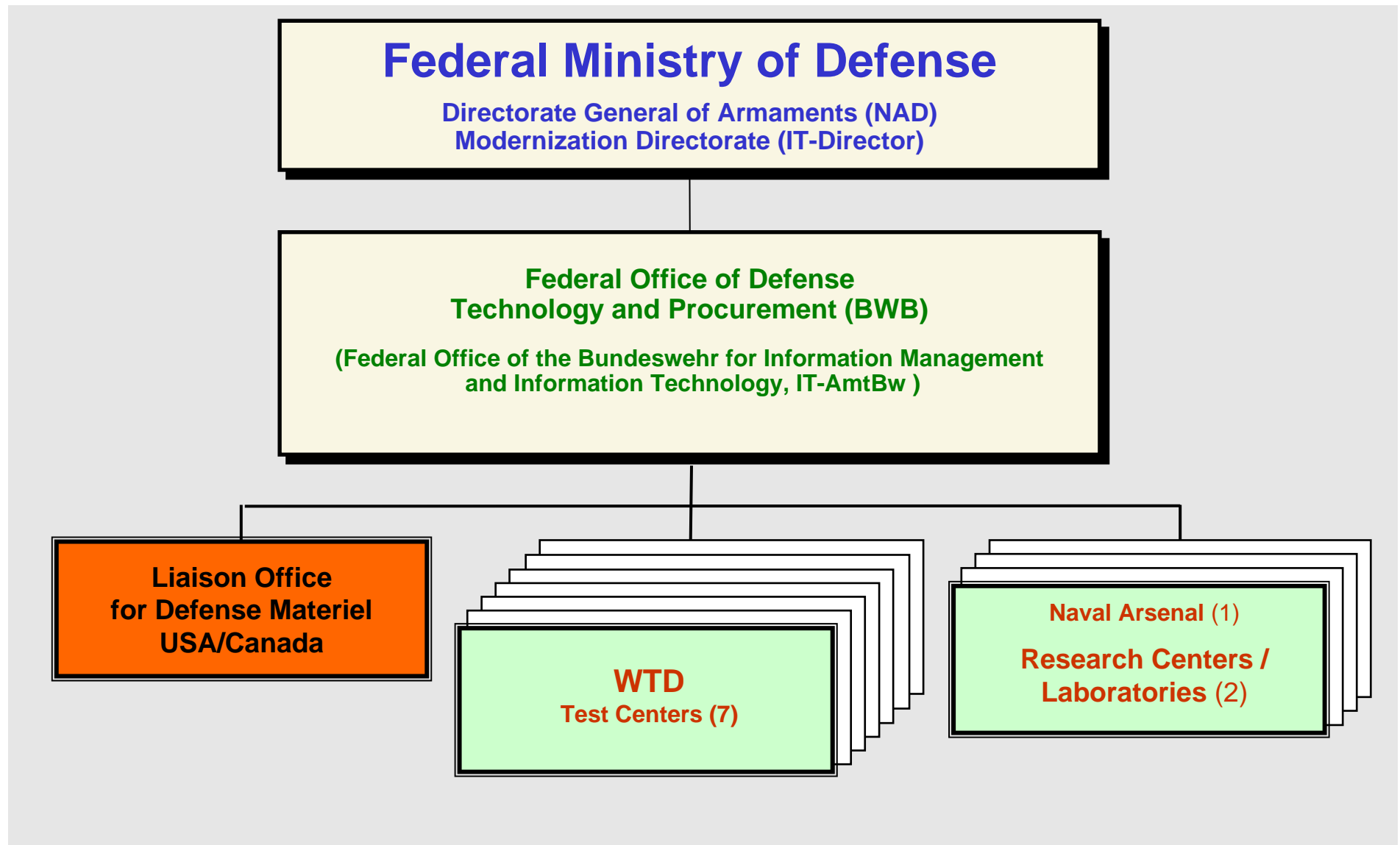


- German Liaison Office for Defense Materiel USA/Canada (GLO) represents the Federal Office of Defense Technology and Procurement (BWB), the Federal Office of the Bundeswehr for Information Management and Information Technology (IT-Amt) in all matters of Defense Technology, Research & Development and Defense Procurement.
- GLO supports defense cooperation between the Federal Republic of Germany and the United States of America and Canada.



Mission of German Liaison Office for Defense Materiel USA/Canada (GLO) (2)

- GLO is the competent POC for the initiation and coordination of U.S./German Defense Cooperation.
 - Initiate, support and manage joint S & T activities
 - Coordinate technical data exchange and project agreements
 - Support the planning and execution of cooperative defense programs
 - Represented in bi- and multinational Project Teams
 - Foreign Military Sales (FMS)/ Direct Commercial Sales/ Audits/Market Investigations/FPG
 - Industry Support
 - Foreign Comparative Testing
 - Exploitation Foreign Materiel
 - Quality Assurance
 - Support / coordinate Engineer and Scientists Exchange Program





Bw Technical Centers

WTD 71
Ship and Naval Weapons, Maritime
Technology and Research
Eckernförde

WTD 91
Weapons and Ammunition
Meppen

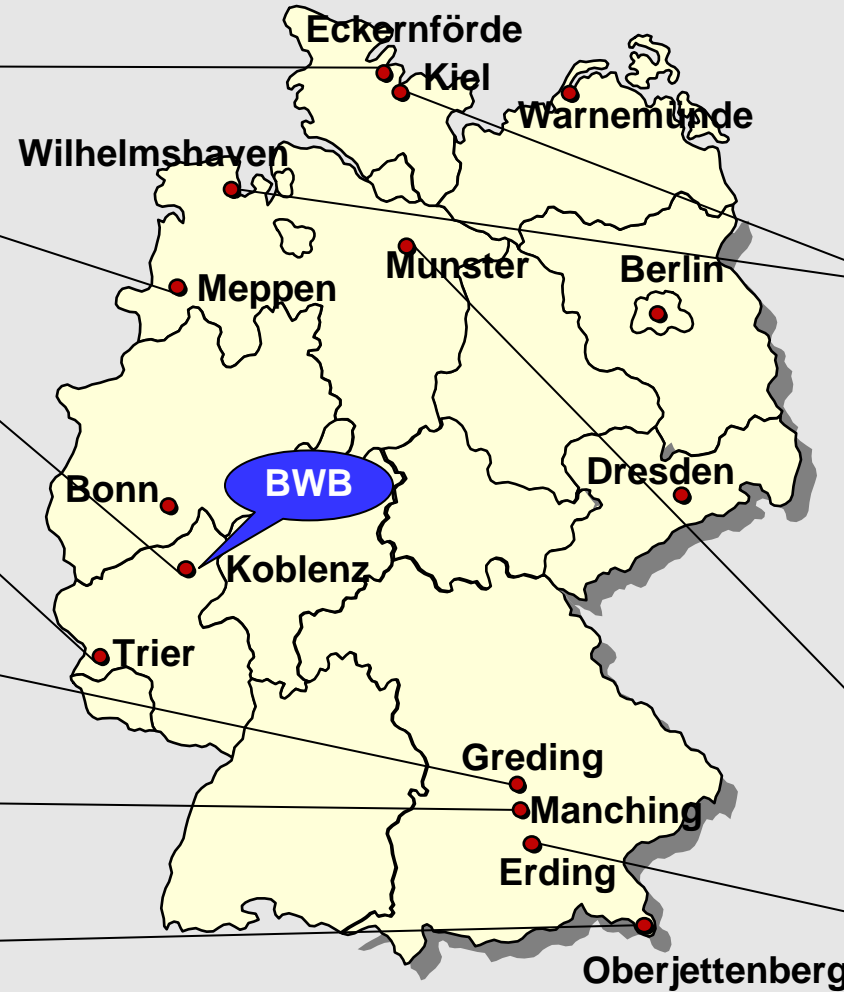
WTD 51
Engineer and General Field
Equipment, Koblenz

WTD 41
Automotive and Armoured
Vehicles, Trier

WTD 81
Communications and
Electronics, Greding

WTD 61
Aircraft
Manching

WTD 52
Protection and Special
Technologies, Oberjettenberg



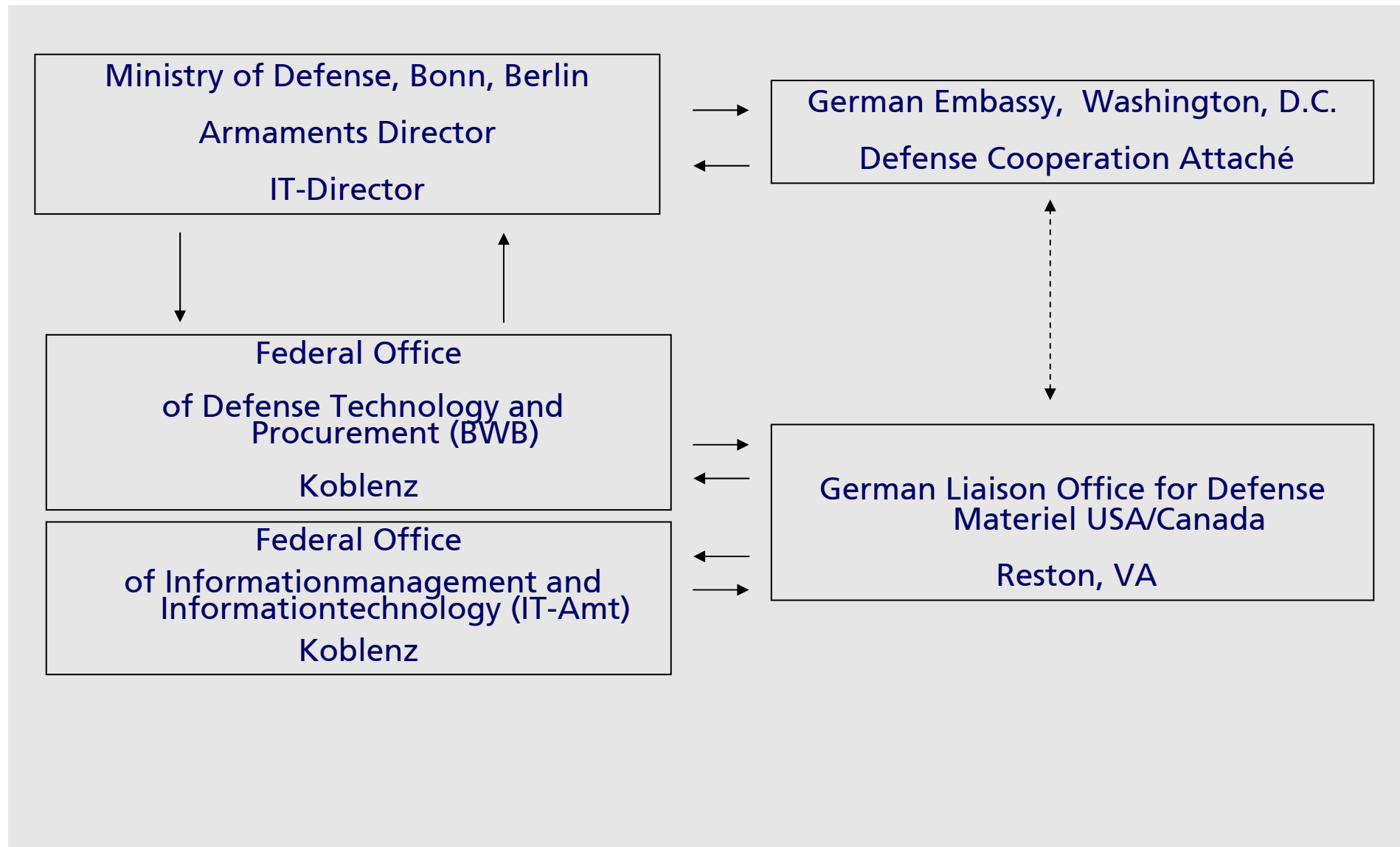
**German Liaison Office
USA/Canada**
Reston, VA USA

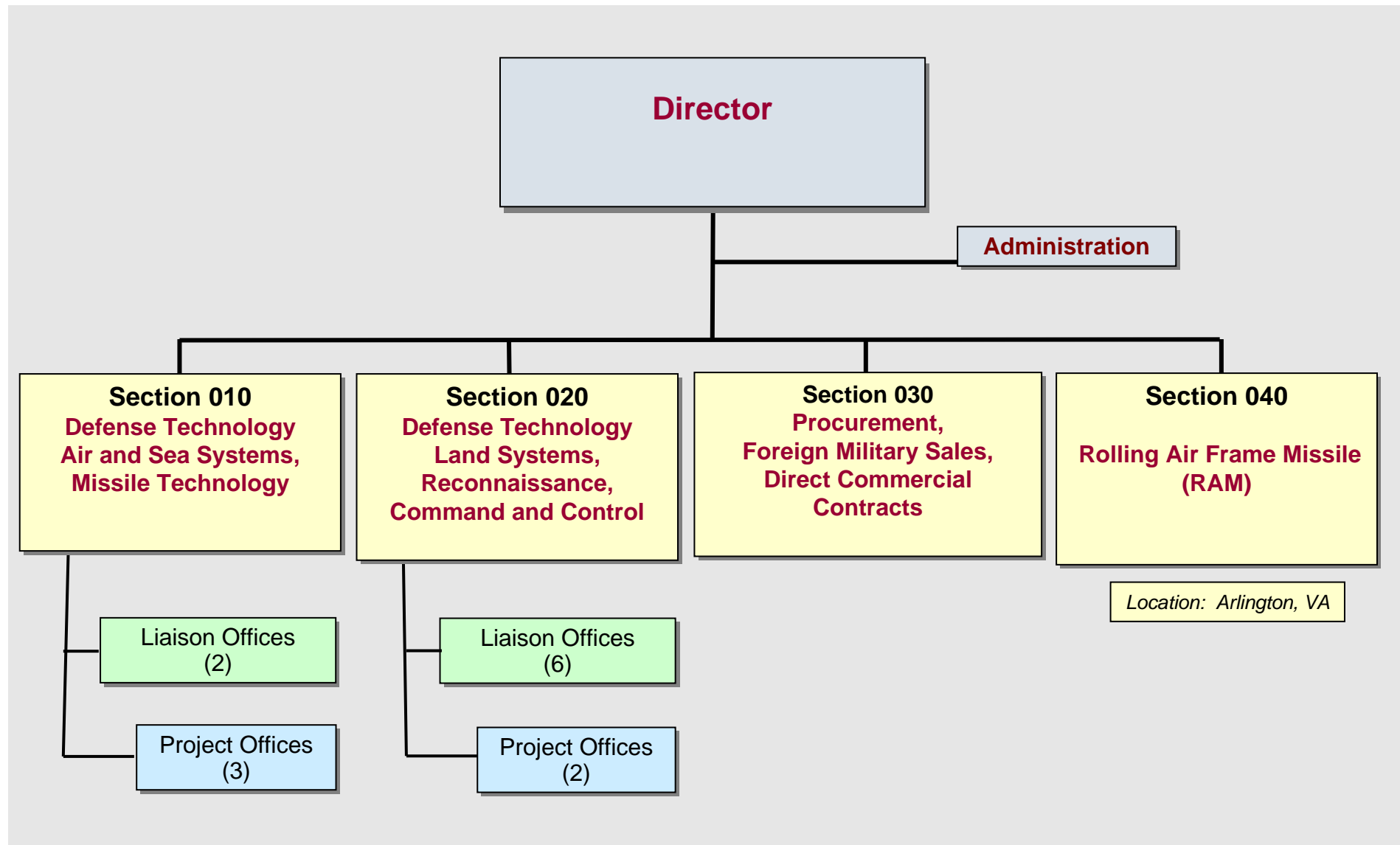
Naval Arsenal
Wilhelmshaven / Kiel

**Bw Research
Institutes**

WIS
Research Institute for Protective
Technologies and Protection
Munster

WIWEB
Research Institute for Materiels,
Explosives, Fuels and Lubricants
Erding







GLO Locations



Army	Air Force	Navy	Others
			
<p>HQ AMC US Army Materiel Command</p>	<p>DTC * US Army Developmental Test Command</p>	<p>AAC * Air Armament Center</p>	<p>NAVSEA Naval Sea Systems Command</p>
			
<p>CERDEC * US Army Communications Electronics Research, Development & Engineering Center</p>	<p>PEO STRI * (Program Executive Office Simulation, Training and Instrumentation)</p>	<p>HQ AFMC / AFRL * Air Force Materiel Command/ Air Force Research Laboratory</p>	<p>U.S.Coast Guard * Deepwater Program</p>
			
<p>ARDEC * US Army Armament Research, Development & Engineering Center</p>	<p>NVESD Night Vision & Electronic Sensors Directorate</p>	<p>Program Office * NAVSTAR GPS Wings</p>	<p>Missile Defense Agency</p>



(G)MLRS
*(Guided) Multiple Launch
Rocket System*



MIDS
*Multifunctional Information
Distribution System*

RAM
Rolling Airframe Missile



PATRIOT



EuroHawk





Defense Technology/Research and Technology (1)

MoU, Data Exchange Agreement (DEA), Project Agreement (PA)

- **Declaration of Principles (DoP) for Enhanced Cooperation in Matters of Defense Equipment and Industry dated 9 Feb. 2008, signed by Minister F.J Jung and Secretary R.Gates**

The participants intend to enhance cooperation for their mutual benefit...

...harmonize Military Capabilities and Acquisition Processes;

...R&D are indispensable for maintaining an effective defense industrial base; need to use the limited resources available for governmental defense-related R&D in an efficient and effective manner...

...reduce unnecessary barriers to the flow of technology and technical information

...between their defense related industries...

- **RDT&E MoU (updated version) 24.03.2009**

2.1. The objective of this MOA is to define and establish the general terms and conditions that shall apply to the initiation, conduct, and management of RDT&E Projects detailed in separate Project Agreements (PAs) to this MOA. These PAs shall be



Defense Technology/Research and Technology (2)

R & T Workshop

- 1st und 2nd German-American F&T Workshop in 2006 und 2008; 3rd S&T Workshop 8-10 June 2010;
- Presentation of selected topics to German and U.S. Government Reps und Research Institutes;
- Identification of topics with potential for PAs;



Unmanned Aerial Systems Workshops

- German-American WS organized by DtVStRü, SAF/IA, DLR; 2nd WS planned May 2011 at AFRL

Energy Workshop

- German-American Workshop in DEU (WTD 41, WIWEB, FHG, DLR);
- US-Attendees ARL und SAF/IA;
- Information Exchange: Battery Technology, Thermal Energy, Energy Concept Bundeswehr;





Defense Technology/Research and Technology (3)

DEU-U.S. R&T-Partners:

Bw: Technical Centers, Research Institutes;

Gov-funded institutes: Fraunhofer Gesellschaft (FhG),

German Aerospace Center (DLR);

Other: Universities, Industry;

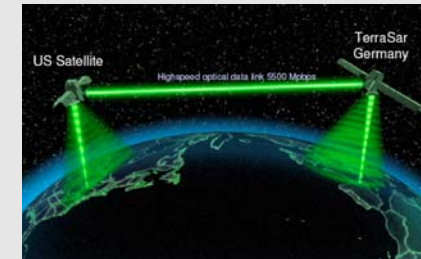
U.S.: Research Labs/-Establishments (A, AF, N); MDA; MC; USCG;

Bw R&T focus:

Radar, Laser, IR & electro-optical sensor systems, robotics & unmanned systems, weapons effects & protection, NBC protection, C3, NEC, precision weapons;

PAs & DEAs (examples)

- Laser Communication Experiment (MDA)
- Hard Target Defeat Technology/High Speed Penetrators (AF)
- Automated Target Recognition (A)
- Counter-IED (A)
- High Power Laser Technology (MDA)
- Unmanned Aerial Vehicles Systems (UAV/UAS) (AF,N)
- Anti Submarine Warfare (N)
- Sharp Edge Flight Experiment (AF)





Industry Support

Foreign Comparative Testing

- Supporting German Industry to find sponsors to access U.S. market;
- Industry Day 2009 at ODC U.S. Embassy in Berlin;
- Presentation of FCT-Program with DoD-CTO;



Photonics Mast of Carl Zeiss Optronics for Virginia

Business Development

- Identify potential opportunities and facilitate contacts through established DEA procedures;
- Provide data of fielded German systems to U.S. military customers;



Ground Combat Vehicle SAIC (Boeing, KMW, RLS)



MTU and RENK propulsion systems for U.S. Coast Guard



SeaSpider (ATT) Atlas Elektronik/LM



Procurement/DCC/FMS - Branch

Contracting Tasks:

- Negotiating and contracting with U.S.-Industry (Direct Commercial Contracts);
- Routine Material Request Contracts; Repair and Maintenance Contracts; Disposal contracts;

Liaison Tasks:

- Foreign Military Sales (FMS), ca. 270 active FMS-Cases;
 - PoC for U.S. agencies in regard to all aspects of the FMS process
 - Liaison element between the BWB and U.S. agencies for preparing, negotiating and winding up contracts
 - Participation in contract and logistic reviews
- Marketinvestigations, POC for U.S.-Industrie;
- Participation in Foreign Procurement Group (FPG);
- Member of German-American Business Council (GABC)



Statistik

	2005	2006	2007	2008	2009	2010
Materiel requests	1376	1593	2097	1997	1712	534
Materiel request- and Individual contracts	574	605	738	764	719	405
Repair Orders	89	125	94	61	25	121
Miscellaneous	41	37	31	41	51	72
Value (Mio USD)	16,7	20,7	30,7	28,1	25,0	12,9
FMS contracts	66	63	85	84	121	74
Value (Mio USD)	265,7	137,2	320,3	153,4	393,1	2,6



The German Liaison Office USA/Canada comprises a team with high professional competence, which promotes and facilitates the cooperation between the Federal Republic of Germany and the United States of America and Canada.

Internet: www.bwb.org/DtVStRue