

Major General (retired) Koen Gijsbers - NCI Agency General Manager

“Opportunities in NATO C4ISR”

(Seminar on: *The importance of the Internationalization in the development of the Portuguese Defence Technological and Industrial Base*)

Good afternoon,

Good to be in Lisbon - my compliments to the organizers, including AFCEA of which I am a long-standing member.

Lisbon is and will remain a key NATO and Agency location. Actually, we plan to have a **NATO training hub for advanced IT, communications technology, cyber defence** here.

My Agency's role is to Connect NATO and Nations Forces, but we also Connect Industries. We connect you to opportunities, and to other Industries to help you succeed in those opportunities. And the opportunities are significant – some 2 billion Euro in next 18 months.

As Nations reduce their national budgets, they are doing more together in NATO – we call this Smart Defence.

First, a little about us:

The NCI Agency was established on 1 July 2012, as a part of NATO reform, but actually we have a long, proud history – over 50 years; **we have supported every single NATO operation since Bosnia**. We are also responsible for NATO's major 21st century challenges - cyber and missile defence.

As we speak my staff is supporting NATO's latest operation - Active Fence in Turkey.

Our mission is to support the Alliance with advanced technology that connects NATO together and allows multinational forces to act together.

About 80% of the technology we procure from the industries of NATO's Nations.

Finally, we are responsible for over half of NATO's total common-funded security investments and 9 of NATO's 11 most important projects which were agreed here, Lisbon, in 2010.

The aim of NATO reform is to maximize the Nation's return on investment in the Alliance. For me, this also means maximizing the engagement of national industries.

Today's topic is "Opportunities in NATO C4ISR"; I have a good message for you – they are increasing. **C4ISR, advanced communications, cyber defence represents over 50% of Alliance contracts with Industry, and growing!**

This is no surprise – C4ISR is the glue of modern military operations, helps to lower costs for Nations. For example one of the findings after Libya was that we lack UAVs - actually we have many UAVs, but we cannot share imagery from them, so we use them inefficiently, and therefore face a shortage.

Another example – missile defence. Nations provide the radars and the interceptors; NATO links these together into one shield; **because they are connected by NATO, these National sensors and 'shooters' can engage threats earlier – an example of Alliance value added.**

So while National and NATO budgets are reduced (in our case by 20%), **investment in C4ISR is growing.**

As I have said, in the next 18 months, we are looking at some 2 billion worth of potential contracts coming up.

Some of the areas include:

- New IT infrastructure for NATO
- Continued NATO investment in ballistic missile defence
- Secure satellite communication capabilities
- Cyber defence
- Information and communications infrastructure for the new NATO Headquarters
- NATO software applications to support multinational operations
- C-IED technologies to support NATO operations that leverage lessons learned from Afghanistan
- You can find much more detail on our [Web site](#)

So, how can the Agency help in the internationalization of your Industry?

First, we connect you to opportunities:

On our [Web site](#) you will see the key competitions coming up; through contacts with my staff you can help position yourself for these competitions. You can also follow us on [Twitter](#) – NCIAAcquisition.

Second, we connect you to other Industries:

Our networked battle laboratories initiative allows you to test interoperability with other Industries, at low cost and quickly. Why is this important – **if you can prove interoperability, you will find it easier to sell your products and services.**

Finally, specifically for Portugal, we can connect you to the investments NATO will be making at the future NATO school here and to the innovation that will happen at the school. These investments will focus on modern, effective networked training, which I believe is also an important growth area for technology companies.

Let me talk a little bit **more about our vision for the school, the opportunities:**

We will not simply copy the current school from Latina. We **will build here a hub for training and innovation in 21st century C4ISR and cyber defence.**

What are the opportunities?

- 1) First, **building the school** – the school concept will be based on **distance, federated, e-learning, and will use the most advanced technologies for e-learning.** Actually, we will be building here the NATO Training Cloud. This will give your Industry chance to participate in technologies that will be more and more in demand.

It is important to note that **our training will link NATO Nations, but also Partners, so we are taking about a big market** for e-learning technologies.

Portugal will become a key node of an integrated environment, federated across other NATO and potentially national sites.

The design concept for the new school will be a modular and reconfigurable construct, embracing advanced virtual and remote classroom technologies.

- 2) Second, you will have here a major NATO IT research facility and innovation close to you. It will be **easier for your Industry to participate in and learn NATO's IT innovation, because of close proximity.**

I expect a major spill over effect that will benefit the internationalization of your Industry.

Ladies and Gentlemen,

Connected Industries means better capabilities for NATO, and my Agency is proud of the supporting role we can play.

I am excited about the key role Lisbon, Portugal, will play, and the potential for your Industry.

I am happy to take any questions, either now or during the break, and I am also interested in hearing your perspective on how your Industry can contribute.

--- END ---