

DSMC Conducts Successful Ninth International Acquisition/Procurement Seminar With German Federal Academy

Seminar Enjoys Greatest Turnout in its History — 10 Nations, 100 Participants

RICHARD KWATNOSKI

During the week of July 7-11, 1997, the International Defense Educational Arrangement (IDEA) sponsored its Ninth Annual International Acquisition/Procurement Seminar, at the Federal Academy of Defence Administration and Military Technology in Mannheim, Germany. U.S. Army Brig. Gen. General Richard A. Black, the Commandant of DSMC, and Peter J. George, the President of the Federal Academy, provided the official welcome and opening remarks. By all accounts, this was a most successful seminar, with over 100 participants from 10 nations — the greatest turnout for any of the European seminars. Participating nations were the four IDEA

FLAGS OF THE FOUR INTERNATIONAL DEFENSE EDUCATIONAL ARRANGEMENT (IDEA) NATIONS AS WELL AS THE NORTH ATLANTIC TREATY ORGANIZATION (NATO) FLY IN FRONT OF THE FEDERAL ACADEMY OF DEFENCE ADMINISTRATION AND MILITARY TECHNOLOGY, MANNHEIM, GERMANY. FROM LEFT TO RIGHT ARE THE FLAGS OF THE UNITED KINGDOM, FRANCE, UNITED STATES, NATO, AND GERMANY.



THE FEDERAL ACADEMY OF DEFENCE ADMINISTRATION AND MILITARY TECHNOLOGY, MANNHEIM, GERMANY, WAS THE SITE OF THE NINTH ANNUAL INTERNATIONAL ACQUISITION/PROCUREMENT SEMINAR, JULY 7-11, 1997. FEDERAL BUILDINGS IN GERMANY MUST SPEND 10 PERCENT OF CONSTRUCTION COST ON ARTWORK. AN EXAMPLE OF THIS IS PROMINENTLY DISPLAYED ON THE ROOF OF THE FEDERAL ACADEMY.



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members: Germany, France, the United States, and the United Kingdom; plus Australia, Canada, The Netherlands, and Spain. For the first time ever, Japan and Singapore participated.

German National Presentation

The Seminar opened with a presentation of the comparative acquisition practices of the IDEA nations. Following this were national presentations from the four IDEA member nations. Speaking on "The Arms Market in the Former East Bloc, and Armaments Cooperation with the Members of the Commonwealth of the Independent States and the Central and Eastern

European Countries," Ministerialrat Dr. Elmar Rauch delivered the German national presentation. In addition to his national presentation, Rauch speculated on the future of collaboration, specifically concerning development of the Future Large Aircraft.

French National Presentation

Ingenieur en Chef pour l'Armement, Luc Boureau, provided the French national presentation, which focused on the effects of French acquisition reform on planning, acquisition strategy, program management, and organization. He predicted that cooperative activity between France, Germany, the

national presentation. Watkins covered the Procurement Executive organization, functions, processes, and policies of that centralized procurement activity of the United Kingdom, Ministry of Defence. He noted that cooperation with allies in defence acquisition programs has been the normal way of doing business in the United Kingdom. Watkins went on to say that about 20 percent of British defence acquisition was done cooperatively or procured from allied sources, primarily the United States.

Other Presentations, Workshops

Other topics covered during the week-long Seminar included international project management, cost performance responsibility, and international industrial cooperation. For the first time, a representative of the Australian Defence Forces Academy provided a presentation, and chose to speak on the topic of "Global Defence Trends." Two workshops were conducted during the seminar: one in the cultural aspects of international projects, and the other on metrics for international projects. The last day of the Seminar offered participants a choice between presentations on acquisition/procurement education or foreign comparative testing.

Bonus for U.S. Participants

The annual Seminar features a bonus to the U.S. acquisition workforce participants in providing equivalency to the assignment-specific Multinational Program Management Course (Defense Acquisition University Course PMT 202). For U.S. acquisition personnel in the European Theater, this is a unique, annual opportunity to obtain acquisition training and education along with their allied peers at a level appropriate to their experience, without incurring the significant expense of traveling back to the United States.

1998 - Paris in July

The Tenth Annual Seminar will be held next year during the second week of July, at The Center for High Studies of Armaments (CHEAr), the French acquisition education institution in Paris.



PETER J. GEORGE (LEFT), PRESIDENT OF THE FEDERAL ACADEMY OF DEFENCE ADMINISTRATION AND MILITARY TECHNOLOGY, MANNHEIM, GERMANY, CONFERS WITH U.S. ARMY BRIG. GEN. RICHARD A. BLACK, DSMC COMMANDANT, PRIOR TO THE START OF THE CONFERENCE.

SEMINAR PARTICIPANTS APPLAUDING ONE OF THE GUEST SPEAKERS DURING THE SEMINAR.



United Kingdom, and possibly the United States should more than double in six years.

U.S. National Presentation

Alfred Volkman, the Assistant Deputy Under Secretary of Defense for Armaments Cooperation in the Office of the Secretary of Defense, International and Commercial Programs, gave the U.S. national presentation. Volkman stressed new initiatives in the United States to stimulate cooperation with allies in acquisition. Lively discussion ensued on the topic of impediments to cooperation as seen from both sides of the Atlantic Ocean.

British National Presentation

Peter Watkins, the British Counselor for Defence Procurement stationed in Bonn, Germany, provided the final

NINTH INTERNATIONAL ACQUISITION/

“Cooperation As Seen From Bo



NINTH INTERNATIONAL ACQUISITION/PROCUREMENT SEMINAR HANDOUTS.

U.S. ARMY BRIG. GEN. RICHARD A. BLACK, DSMC COMMANDANT (LEFT) AND PROFESSOR PETER ROLLER, GERMAN FEDERAL ACADEMY OF DEFENCE ADMINISTRATION AND MILITARY TECHNOLOGY (RIGHT) WELCOME COL. RICHTER OF THE GERMAN LUFTWAFFE, INTERNATIONAL PROJECT MANAGEMENT PRESENTER.



DSMC SEMINAR DIRECTOR RICHARD KWATNOSKI (RIGHT FOREFRONT) ENJOYS A TYPICAL GERMAN TROOP MEAL WITH SEMINAR PARTICIPANTS AT THE FEDERAL ACADEMY CAFETERIA.



INTERNATIONAL PROCUREMENT SEMINAR

“From Both Sides of the Atlantic Ocean”

DR. STEPHEN MARKOWSKI (FROM THE AUSTRALIAN DEFENCE FORCE ACADEMY, CANBERRA, AUSTRALIA) PRESENTS HIS PAPER ON "GLOBAL TRENDS IN DEFENCE PROCUREMENT". DR. MARKOWSKI IS THE FIRST PRESENTER FROM AUSTRALIA AT AN IDEA SEMINAR.



ALFRED G. VOLKMAN, PRINCIPAL DIRECTOR, INTERNATIONAL ARMAMENTS COOPERATION, OFFICE OF THE SECRETARY OF DEFENSE, FIELDS A DIFFICULT QUESTION AT THE CONCLUSION OF THE U.S. NATIONAL PRESENTATION.



SEMINAR PARTICIPANTS FROM THE UNITED STATES AND SINGAPORE CONFER DURING A BREAK.