

Largest International Event in DSMC History

Eleventh Atlantic Seminar — An Unqualified *Coup de Maître*

RICHARD KWATNOSKI

The week of June 28 through July 2 proved to be a record-setter for DSMC and its international educational partners, bringing together more acquisition professionals, representing more nations, than previously ever hosted by the college during its entire 27-year history.

Sponsored by the International Defense Educational Arrangement (IDEA), the Eleventh Annual International Acquisition/Procurement Seminar - Atlantic was held in Scott Hall at the DSMC main campus, Fort Belvoir, Va. The Atlantic Seminar is held in the United States only once every four years, and is hosted by DSMC as one of the four participating IDEA member nations: the United States, United Kingdom, Germany, and France.

By all accounts, this seminar was a *coup de maître*, or great success, with over 170 participants from nine nations. Last year 130 attended the 10th Seminar in Paris; four years ago at DSMC slightly over 100 attended. This year's seminar clearly marked the greatest turnout for any of the Atlantic seminars.

Navy Rear Adm. Leonard Vincent, DSMC Commandant, along with his counterparts from defense educational institutions in the United Kingdom, Germany, and France provided the official welcome and opening remarks. Participating nations were the four IDEA member nations, plus Australia, Canada, Ireland, Portugal, Romania, and Spain.

Kwatnoski is the Director, International Acquisition Courses, DSMC.

National presentations on international cooperation from the four IDEA member nations were well received. Alfred Volkman, Acting Deputy Under Secretary of Defense for International Programs, gave the U.S. national presentation. The luncheon speaker, Susan Ludlow-MacMurray, Director of International Security Programs in the Office of the Secretary of Defense, provided insights into the security implications of industrial globalization.

Keynote Address

Highlighting the seminar was a strong keynote address by Dr. Jacques S. Gansler, Under Secretary of Defense (Acquisition & Technology), on "Arma-

ments Cooperation and The Revolution In Business Affairs."

Gansler began his address with a run-down of recent worldwide events followed by a warning to be constantly vigilant and prepared. "There is little doubt," he told the international audience, "that we live in a world where dramatic change has become a way of life. In fact, we may be testing Marx's theory of 'permanent revolution' — a period of permanent upheaval, characterized by minor and major political and military eruptions that require us to be constantly vigilant and prepared — at almost a moment's notice — to engage in conflict anywhere on our planet."

FROM LEFT: PRESIDENT PETER GEORGE, BAKWVT (GERMANY); IGA JACQUES PÉCHAMAT, DEPUTY COMMANDANT, CHEAR (FRANCE); SHARON BOYD, MANAGER, INTERNATIONAL SEMINARS, DSMC (UNITED STATES); WING COMMANDER CHRIS HOCKLEY, RMCS (UNITED KINGDOM); PROF. RICHARD KWATNOSKI, DSMC (UNITED STATES); SEMINAR DIRECTOR RICHARD KWATNOSKI PRESENTS FLOWERS TO SHARON BOYD ON BEHALF OF THE IDEA BOARD OF DIRECTORS FOR HER EXEMPLARY MANAGEMENT OF THE ADMINISTRATIVE ASPECTS OF THE ATLANTIC SEMINAR.



Speaking of coalition warfare and technology and information security, Gansler said, "The current and likely future geopolitical situation will almost certainly involve increased use of multinational coalition operations. In fact, it is hard to imagine a case in which we will not be acting in a coalition environment. In this situation, each nation's security becomes highly dependent on the ability and willingness of its coalition partners to act in concert when threatened by hostile forces. That means, however, that *the vulnerability of the weakest link makes us all vulnerable.*"

The threats that were once predicted for the early 21st century, he believes, "are with us now, and, I fear, here to stay." As transnational terrorist elements and rogue nations shift to biological and chemical attacks (both at home and abroad), and as they intensify their information warfare attacks on our nation's infrastructure (for example, against our air traffic control systems and our electronic financial systems), Gansler predicts these threats will surely grow in number, magnitude, and geographic dispersion.

"We and our coalition partners," he said, "must both focus on counter-proliferation efforts as well as develop and deploy effective countermeasures against these likely, modern threats; for example: information warfare defenses, broad-based vaccines and special medical agents to counter biological and chemical weapons, defenses against ballistic and cruise missiles, and the ability to destroy hard and deeply buried targets."

Maintenance of competition through consolidation and industrial restructuring/teaming was another area he talked about. "The key to our policy on domestic consolidation," Gansler said, "is to understand the need for maintaining competition. Competition drives increased efficiency, and, most importantly, promotes innovation. Monopolistic conditions," he emphasized, "beyond being

simply undesirable from a price standpoint, would allow a monopolistic defense firm potentially to seal off military capabilities that could result from new innovations in the non-defense sector.

"Industrial globalization is taking place, with very little likelihood that we could — or should — do anything to delay it or prevent it. Therefore, we must embrace it, without looking back, with an eye to making it serve both our industrial needs and our national security strategy. If we don't, it will likely be used against us. And, perhaps even worse, it likely will weaken our international alliances. These are results that none of us can allow. Leadership in this area requires both governments and corporations to take actions over the coming months. The U.S. has made this a top priority, and we need the cooperation of our allies to make this effort truly successful."

—Dr. Jacques S. Gansler

"Given the importance, as I said, of new, often commercially developed technology, we simply *cannot* let this happen," he stated. Gansler went on to say that the United States has encouraged consolidation, and will continue to do so, "as long as we see potential savings and as long as we can maintain effective competition in all critical defense sectors ... We will continue to strive to resist mergers that threaten to become monopolistic."

In closing, Gansler spoke of leadership, partnership, and cooperation. "Industrial globalization is taking place, with very little likelihood that we could — or should — do anything to delay it or

prevent it. Therefore, we must embrace it, without looking back, with an eye to making it serve both our industrial needs and our national security strategy. If we don't, it will likely be *used against us*. And, perhaps even worse, it likely will *weaken our international alliances.*"

These results, Gansler told the international audience, "None of us can allow." Leadership in this area, he emphasized, requires both governments and corporations to take actions over the coming months. "The United States has made this a top priority, and we need the cooperation of our allies to make this effort truly successful."

An International Agenda

Other topics covered during the weeklong seminar included the comparative acquisition practices of the IDEA nations, international project management, trans-Atlantic industrial cooperation, acquisition and security, international testing, international agreements, intellectual property rights, and the international implications of acquisition reform.

A representative of the Australian Defence Force Academy provided a presentation on defense trends in the Pacific. The last day of the seminar offered participants presentations on acquisition/procurement education and integrated

product teams in the international environment.

Next Year — United Kingdom

The Twelfth Annual International Acquisition/Procurement Seminar — Atlantic will be held next year at the Royal Military College of Science, in Shrivenham, United Kingdom, during the last week of June 2000.

Editor's Note: For regular updates on international seminar activities, the author encourages readers to browse the DSMC Web site's international link at http://www.dsmc.dsm.mil/international/international_atlantic.htm on the Internet.

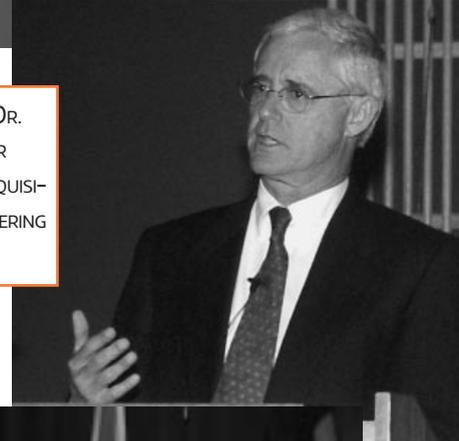


SENIOR U.S. PRESENTER, SUSAN LUDLOW-MACMURRAY, DIRECTOR, INTERNATIONAL SECURITY PROGRAMS, OUSD (POLICY): LUNCHEON SPEAKER ON GLOBALIZATION AND INTERNATIONAL SECURITY.



SENIOR U.S. PRESENTER — ALFRED G. VOLKMAN, ACTING DEPUTY UNDER SECRETARY (INTERNATIONAL PROGRAMS), OUSD (A&T): DELIVERING THE U.S. NATIONAL PRESENTATION.

SENIOR U.S. PRESENTER — DR. JACQUES S. GANSLER, UNDER SECRETARY OF DEFENSE (ACQUISITION & TECHNOLOGY): DELIVERING THE KEYNOTE ADDRESS.



INTERNATIONAL PANEL FROM LEFT — MARVIN WINKELMANN, OUSD (IP); NAVY REAR ADM. LEONARD VINCENT, DSMC COMMANDANT, REINHARD SCHUETTE, GERMAN FEDERAL MINISTRY OF DEFENSE; JEAN TISNES, FRENCH DÉLÉGATION GÉNÉRALE POUR L'ARMEMENT, JOHN TAYLOR, MINISTER (DEFENCE MATERIEL) BRITISH EMBASSY. VINCENT SERVED AS CHAIR FOR THE PANEL OF NATIONAL PRESENTERS.



ARMY COL. BARRY M. WARD, PEO TACTICAL MISSILES, MLRS PROJECT OFFICE: ARMY INTERNATIONAL PROGRAM — MULTIPLE LAUNCH ROCKET SYSTEM.

INTERNATIONAL PANEL FROM LEFT — BARRY L. ABRAHAMS, SENIOR VP BUSINESS DEVELOPMENT, RAYTHEON SYSTEMS CO.; DR. BURKHARD THEILE, DIRECTOR, FUTURE SYSTEMS DIVISION, STN ATLAS ELECTRONIK GMBH; FRANCOIS GAYET, VP NORTH AMERICA, THOMPSON INTERNATIONAL; FRANK CEVASCO, VP, HICKS AND ASSOCIATES, INC. CEVASCO SERVED AS CHAIR FOR THE PANEL OF INTERNATIONAL DEFENSE INDUSTRIALISTS.





CHARLIE STEIN,
DEPUTY PROGRAM
MANAGER RAM:
NAVY INTERNATIONAL
PROGRAM – ROLLING
AIRFRAME MISSILE.



IDEA BOARD OF DIRECTORS FROM LEFT — NAVY REAR ADM. LEONARD VINCENT, DSMC COM-
MANDANT (UNITED STATES); BRIGADIER WILL COOK, DEPUTY CM, RMCS (UNITED KINGDOM);
PRESIDENT PETER GEORGE, BAKWVT (GERMANY); IGA JACQUES PÉCHAMAT, DEPUTY
COMMANDANT, CHEAR (FRANCE): HEADS OF IDEA DEFENSE EDUCATIONAL INSTITUTIONS CON-
CLUDE SUCCESSFUL ANNUAL MEETING.



AIR FORCE LT. COL. BILL SHELTON, JSF PRO-
GRAM OFFICE: AIR FORCE INTERNATIONAL
PROGRAM – JOINT STRIKE FIGHTER.



FROM LEFT: IGA JACQUES PÉCHAMAT, DEPUTY COMMANDANT,
CHEAR; TONY KAUSAL, AIR FORCE CHAIR, DSMC; DR. GERTRUD
HUMILY, CONSEILLER DÉLÉGUÉ AUX FORMATIONS
INTERNATIONALES; NAVY REAR ADM. LEONARD VINCENT, DSMC
COMMANDANT. MEETING AT THE INTERNATIONAL SOCIAL.



FROM LEFT: COMMANDER ENG. DOREL BIVOLAN, DIRECTOR FOR AIR
FORCE AND AIR DEFENCE PROGRAMS, ROMANIA MINISTRY OF
NATIONAL DEFENCE PROCUREMENT DEPARTMENT; COL. DR. ENG. ION
TRUTO, CHIEF OF RESEARCH, TECHNOLOGIES AND PROCUREMENT
PROGRAMS DIRECTORATE, ROMANIA MINISTRY OF NATIONAL DEFENCE;
BRIG. GEN. JOHN A. VIZE, OFFICE OF THE ASSISTANT CHIEF OF STAFF
(SUPPORT), DEFENCE FORCES HEADQUARTERS IRELAND; COL DANNIE
T. BULPIT, DEFENCE COOPERATION ATTACHÉ, CANADIAN EMBASSY. IN-
TERNATIONAL PARTICIPANTS AT THE INTERNATIONAL SOCIAL.

FROM LEFT: DSMC PROFESSORS MIKE MEARS AND BILL LIGHTSEY, AC-
COMPANIED BY THE OTHER MEMBERS OF *MANASSAS BLUEGRASS* PROVIDE
AMERICAN-STYLE ENTERTAINMENT DURING THE INTERNATIONAL SOCIAL.

