

RECORD OF DISCUSSION
DEFENSE MOU ATTACHÉS GROUP MEETING
Thursday, November 1st 2018 10:00-12:00
Embassy of the Federal Republic of Germany

ATTENDEES

Mr. Pieter-Henk Schroor	Chairman
Mr. Einar Gustafson	Vice-Chairman
Ms. Nicole Herzog	Secretary
Dr. Karl-Heinz Seekatz	Financial Officer
Cdr. Helena Linder-Jess	Germany
Adm. Manfred Nielson	Guest Speaker
Mr. Roger Grose	Australia
Mr. Ghislain Chaput	Canada
Ms. Lorna Prosper	Canada
Ms. Nadine Boivin	Canada
Maj Kathie O'Brien	Canada
Mr. Niels Ulrik Plesner Olsen	Denmark
Lt Col. Janne Jokinen	Finland
Col. Emilie Tota	France
Col. Nicolas Tessaud	France
Col. Emmanuel Thomé	France
Lt Col. Emmanouil Stefanakis	Greece
Mr. Tom Skorinsky	Israel
Cdr. Harald Vasset	Norway
Ms. Metka Urbas	Slovenia
Mr. Håkan Söderstedt	Sweden
Mr. Nils Johansson	Sweden
Mr. Peter Jenni	Switzerland
Ms. Lois Nicholson	United Kingdom
Dr. George Spencer	United Kingdom

1. OPENING / INTRODUCTION BY THE CHAIRMAN AND HOST

- Dr. Karl-Heinz Seekatz, Counselor for Defense Cooperation, welcomed the DMAG to the Embassy of the Federal Republic of Germany.
 - The Chair thanked Germany for hosting the DMAG meeting.
- Both, Dr. Seekatz and the Chair welcomed the guest speaker, Admiral Manfred Nielson, to the DMAG meeting.

- Guest Speaker Admiral Manfred Nielson:

- In his speech (see “Speech Adm. Manfred Nielson”), Adm. Nielson gave some information about ACT (Allied Command Transformation) and ACO (Allied Command Operations) as well as their roles and connections to each other in the NATO.
 - He also turned to ACT’s most important outputs like the Strategic Foresight Analysis (SFA) and the Framework for Future Alliance Operations (FFAO) but also to the NATO Defence Planning Process (NDPP).
 - In his initial words, Adm. Nielson also highlighted some common interests between ACT and DMAG.
- Cdr. Vasset asked Adm. Nielson to what extend the Norfolk Joint Forces Command will have an impact on ACT.
 - In answer to this question Adm. Nielson turned to the four principal functions of ACT:
 - ✚ Strategic thinking;
 - ✚ Development of capabilities;
 - ✚ Education, training and exercises; and,
 - ✚ Cooperation and engagement.
 - Since the NDPP does not give any clue e.g. of AI, cyber or strategic communication, which are the future trends, Adm. Nielson sees a need for cooperation and integration of industrial knowledge like the one from Google.
 - Furthermore Adm. Nielson explained that each NATO nation is trying to get the most qualified people in areas like cyber or AI which might imply conflicts.
 - In essence, there is a lot of room for development since the NATO nations have to understand that there is a need for spending more manpower.
- Lois Nicholson wanted to know how practice might look like regarding the cooperation with civilians when it comes to logistics.
 - In answer to this question Adm. Nielson first gave an example of one of his former positions where he cooperated with civilian industries by outsourcing transportation capacities.
 - For him it is not necessary to own such companies but to have contracts with them.
 - Adm. Nielson doesn’t want to outsource logistics entirely but he likes to have contracts with private industries where necessary.
 - In his opinion, the military has to think about new business models and should no longer only trust in itself like it has been the case in the past.
- Roger Grose mentioned the concern of the US Administration regarding the supply chains and wanted to know what kind of risks we are supposed to face.
 - In answer to this question Adm. Nielson mentioned the example of 3D printing for the military, so that missing or decreasing equipment can be replaced immediately, even in theatre.
 - There is always a certain level of risk left when it comes to regular supply chains.

- The Chair mentioned that due to slow acquisition cycles the new equipment might already be better than the one ordered or acquired. He wanted to know how it might be possible to keep up with these developments and how to keep the cycles as short as possible.
 - In Adm. Nielson's opinion, everybody can improve the procedures and processes that are necessary to guarantee a better procurement for the best protection of the soldier in the battlefield who should be the main driver.
 - It is necessary to care about this prior to competition and contracts.

2. REVIEW OF THE RECORD OF DISCUSSION OF THE PREVIOUS DMAG MEETING

- No changes.

3. FOLLOW-UP ITEMS FROM THE PREVIOUS DMAG MEETING

- DMAG Website:
 - Lt Col. Emmanouil Stefanakis informed the members that he made some minor changes on the website:
 - The new DMAG Logo is now on the front page and the Records of Discussion are uploaded to the private section, beginning with the ROD from 20 June 2018.
 - Lt Col. Stefanakis presented three options regarding the costs for the website.
 - The members agreed on the so-called "Combo" option for \$11.00 / month:
 - ✚ 2 GB Bandwith
 - ✚ 3 GB Storage
 - ✚ Connect your Domain
 - ✚ 30 Video Minutes
 - ✚ Remove Wix Ads
 - ✚ Free Domain for 1 Year
 - The members decided to keep the previous domain name <http://dmag.info> if possible.
 - The Chair will get in contact with Frank Branker to check if the domain name will be available.
 - Lt Col. Stefanakis presented the private section of the website.
 - The members agreed that the personal contact details of the members will only be available in the private section.
 - ✚ The upload of the Comprehensive Member List that is updated regularly by the Secretary should facilitate this procedure.
 - Lt Col. Stefanakis intends to create a tool on the website so that each member is able to apply for the next meeting directly via the website.
 - ✚ He encouraged the members to register for the private section.
 - The members decided that there should be one common DMAG email address for the public to be able to reach out to DMAG.
 - Furthermore the members agreed that only the names of the Chair, the Vice-Chair and the Financial Officer should be displayed in the public section of the website.
 - Nils Johansson suggested keeping records on handling and maintaining the website for a successor of Lt Col. Stefanakis.

- Col. Nicolas Tessaud asked if there is a possibility for a backup of the website.
 - Lt Col. Stefanakis promised to check this.
- Cdr. Harald Vasset wanted to know if there is an option to have the website appropriately displayed on the cell phone.
 - Lt Col. Stefanakis informed him that this possibility exists and that he is working on it.

4. U.S. EXPORT CONTROL ISSUES

- Lorna Prosper gave a short overview of the last FPG meeting on September 18, 2018 and promised to share the USG presentations with the members if there are no objections on the American side.
 - Subjects have been:
 - 36(b) Congressional Notification Process
 - Commerce Update: Export Controls on Military Items
 - Foreign Military Sales – Multinational Procurement Tools: Lead Nation and Agent Sales
 - Post-Meeting Note: Lorna Prosper sent the presentations to the Secretary for distribution (see attachment of the email).

5. EXECUTIVE ORDER

- The Chair informed the members that a new version of the report to the Executive Order on the Industrial Base has been issued on October 5th, 2018.
 - In the above-named report it is among other things recommended to:
 - work with allies and partners on joint industrial base challenges through the National Technology Industrial Base and similar structures,
 - modernize the organic industrial base,
 - work with states to reduce occupational licensing barriers preventing qualified workers from quickly and efficiently meeting needs in other regions,
 - In the Chair's opinion this report offers opportunities for DMAG on closer interactions with the US when it comes to the Industrial Base.
 - Thus, he proposed to get one of the authors of the report as a guest speaker so that he / she might explain to what extend the DMAG member nations might profit from this report.
 - ✚ Roger Grose promised to reach out to Ms. Brennan Hogan Grignon, Director, Policy and Industry Outreach in the Office of the Deputy Assistant Secretary of Defense for Industrial Policy, within the Under Secretary of Defense for Acquisition and Sustainment (A&S), who was part of the report working group.
 - Lois Nicholson stated that the report gives a lot of information.
 - Thus, it would be interesting to have the following questions answered:
 - ✚ What might be done in the future?
 - ✚ What is the vision?
 - ✚ Where will the report lead to in future?

6. FINANCIAL REVIEW

- Dr. Karl-Heinz Seekatz explained to the members why Tim Sneek and he haven't opened a business account but instead a private but separate account within the portfolio of Dr. Seekatz at the Bank of America.
 - This also implies that if the amount of the account is going under \$1,500 a fee of \$12,- has to be paid per month.
- Dr. Seekatz intends to be as transparent as possible so that the members can claim evidence regarding the financial situation of DMAG which includes the financial statements as well as receipts etc.
- Dr. Seekatz presented an overview of the current financials (see attachment "DMAG Financials 291018") and explained its meaning:
 - Transfer check from the former account received from Tim Sneek (\$4,100)
 - Credit and Debit of \$30,- cash in order to activate the new account
 - Dr. Seekatz ordered a check book (\$15)
 - Dr. Seekatz paid Tim Sneek for outstanding costs that the previous Chair had to pay out of his pocket (\$1,779.77)
 - Due to the transfer limit of the bank account this amount had to be split into three different payments
 - The current balance is: \$2,196.28
- The Secretary will send out the invoices for the Annual Membership Fee at the end of November so that Dr. Seekatz can start to collect the payments in December.
 - The payment of the contributions might be done via check or transfer.
 - In case of check:
 - ✚ "Pay to the Order of" must be "Dr. Karl-Heinz Seekatz",
 - ✚ "For" must be "DMAG 2019" plus nation if not indicated on the check.
 - All necessary information for each payment method will be displayed on the invoices.

7. DMAG COIN

- Peter Jenni informed the members that he got a quote from a company for having the coins printed.
 - This company would charge about \$5,- per coin for an order of 500 coins.
 - He will get in contact with Christian Vinazzani regarding the quote and also the result of the survey conducted in June.
- For the next meeting, each member nation shall have taken its decision regarding the costs and the design of the coin.

- Nils Johansson wanted to know if each country will get coins or if the coin will be just handed out through the Chair (e.g. guest speakers of DMAG).
 - Neither he nor Cdr. Vasset see a reason to give the coin to someone as an individual nation.
 - The Chair is of the opinion that it would be better that also each nation receives some coins, so that these can be distributed for commercial reasons and to be better recognized by the public.
 - The Vice-Chair agrees with the Chair.

8. LEVEL OF AMBITION / WORK PLAN 2017

- The Chair informed the members that he has had some conversations with different DMAG member nations about DMAG itself, its representation in the public and future development.
 - How DMAG is perceived by the members:
 - DMAG's public profile is very modest
 - ✚ It needs to be better recognized as a group
 - DMAG is not very well developed as a lobby group
 - ✚ A lot is discussed within the group but not articulated with third parties
- The Chair presented a PowerPoint presentation ("20181101 DMAG") with the message DMAG wants to transfer to the public regarding its mission, its vision and also its priorities.
 - Since there is no concrete plan how to realize this message, the Chair asked the members for proposals so that a real action agenda can be developed for the upcoming year.
 - The members agree with the Chair.
 - The Vice-Chair notes that though each country has its agreements and issues with the US, which might sometimes get into the way of DMAG's common interest, there are many nations of DMAG that think in the same way.
 - He proposes to organize some DMAG events as well as to create something like a happy hour for DMAG members.
 - In Lois Nicholson's opinion DMAG offers a good opportunity of doing things together.
 - Some of the few topics each member nation is interested in should be picked to work on them.
 - Peter Jenni thinks that it is necessary to share more information in the group and to give more feedback about individual experiences and meetings each nation has had.
 - Tom Skorinsky sees a common interest in promoting each nations local industries in the US.
 - In his opinion DMAG could be a good way to cooperate in promoting local industries in the US.
 - Dr. George Spencer and the Chair see the necessity to create small working groups to effectively work on different issues.
- The Chair intends to discuss this issue more detailed and structured in the next meeting.
 - For being able to do so, he will send out some kind of homework to the members to think about it.

9. OTHER ISSUES AFFECTING MEMBERS

- Tom Skorinsky proposed to get Ms. Tina Kaidanow, who will be the next director of international cooperation at DoD A&S, as a guest speaker.

10. UPCOMING DMAG MEETINGS and EVENTS

- Since there has not been much positive feedback, the Chair asked the members if it would be recommended to have the meeting on 15 November 2018 in Philadelphia, PA, or if he should contact Mr. Joseph P. Welsh for postponement.
 - Lorna Prosper proposed to ask each nation's colleagues that are already working in Philadelphia to participate in the meeting.
 - Major Kathie O'Brien proposed to skip at least the meeting since the day would otherwise be too long.
 - Dr. Karl-Heinz Seekatz proposed to skip the complete day and to organize an Attaché trip next year where DMAG can focus on the industries.
 - The Vice-Chair agrees with this proposal.
 - In accordance to the other members, the Chair decided to contact Mr. Welsh that DMAG would like to skip the visit to Philadelphia this year and make a real excursion next year that also might last for two days.
 - Post-Meeting Note: After having talked to Mr. Welsh, the Chair informed the members, that Boeing would prefer to go on with the meeting in Philadelphia on 15 November 2018 without official DMAG session.
 - ✚ The reason for this is that the Philadelphian Defense Industry Association wants to use this meeting to discuss with DMAG the possibility of organizing a Defense Industry Day in spring next year with the participation of DMAG members and representatives of their respective defense industries; a similar event took place last year, which apparently was quite a success.
- Peter Jenni informed the members that he could get Mr. Terry Davis, Deputy Director at the Office of Defense Trade Controls Licensing (DTCL), as a guest speaker for the next DMAG meeting in December.
 - Since Mr. Davis should give an approx. 15 minutes presentation followed by a 20 minutes open discussion, Peter Jenni asked the members to send him some topics in advance they would like to discuss with Mr. Davis.

Month	Host	Details/Date	Guest Speaker
November 2018	NDIA, PA	Meeting with NDIA November 15 th	TBD
December 2018	Switzerland	Regular meeting December 13 th	Terry Davis
January 2018	Canada	Regular meeting January 24 th	TBD

11. DEFENSE COOPERATION EVENTS

- One-day training courses offered by the Embassy Guild (<http://www.embassyguild.org/>).
 - Courses are exclusively designed for Ambassadors, diplomats, military officers and foreign business leaders to get all necessary knowledge and tools to effectively navigate Washington and to deliver ones Embassy's message to those who matter.
 - In particular the course "The Politics of US Defense Policy" has been highly recommended by several DMAG members that already attended.
- The Society of International Affairs (SIA) offers training on a regular basis on export and import licensing. SIA interests cover the entire spectrum of licensing issues pertaining to the Department of Commerce, Defense, State and Treasury (<http://siaed.org/>).

12. ANY OTHER BUSINESS

- No updates.

Drafted by Nicole Herzog, Secretary of DMAG

