BUILDING COALITIONS THROUGH EFFECTIVE INTERNATIONAL PROGRAMS

Mr. Rino Pivirotto, SES
Executive Director,
Navy International Program Office
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Agenda

- **Our Mission**
- **The Facts**
- **Our Task**
- **Our Response**
- **Their Decisions**
- **Proposed Improvements (Our Dream)**

OUR MISSION

Why International Programs?

Military

- Support regional COCOM
- Enhance interoperability
- Promote military-to-military contacts
- Provide a force multiplier

Political

- Strengthen alliances
- Augment U.S. access & influence
- Promote regional security & stability

Economic

- Share development costs
- Economies of scale
- Maintain industrial base
- Sustain jobs
- Sustain production lines

Support the Navy's Maritime Security Cooperation Guidance

DOD Security Cooperation Tools

- **Combined/Multinational Education**
- **Combined/Multinational Exercises**
- **Combined/Multinational Experimentation**
- **Combined/Multinational Training**
- **Counternarcotics Assistance**
- **Counter/Non-proliferation**

- **Defense and Military Contacts**
- **Defense Support to Public diplomacy**
- **Humanitarian Assistance**
- **Information Sharing/Intelligence Cooperation**
- **International Armament Cooperation**
- **Security Assistance**

Navy IPO processes are only part of the toolset

Navy International Programs Office

DASN (IP)
RDML Jeffrey Wieringa (0-7)

Executive Director (SES)
Mr. Rino Pivirotto

Admin/Counsel/ Civpers/Security

Chief of Staff (Vacant)

IPO 01 (SES) Technology Security & Cooperative Programs Mr. Link Spann	IPO 02 Security Assistance CAPT Russ Bartlett	IPO 03 Strategic Planning CAPT Sam Tangredi	IPO 04 Business & Financial Management Dr. Bill Epstein
Information and Personal Exchange	EUCOM	SEA / LAND	Budget
TTSARB	PACOM	AIR	Accounting
International Agreements	SOUTH / NORTH CENTCOM	C4ISR / EW	Computer Support
Foreign Comparative Testing (FCT)	Operations & Policy		Travel
Foreign Disclosure Policy & Tech. Transfer			Telecommunications
Export Licenses			Non-Recurring Cost Requpment

THE FACTS

Interoperability

- **Effective coalitions need to be interoperable**
- **Interoperability is a concept, not a measurement**
- **Interoperability is not an end in itself**
- **The _best_ interoperability (results) occur when _they_ use _our_ systems**

OUR TASK

Leadership's Vision

It is our collaborative efforts, with our OSD counterparts, the interagency, and our Coalition partners that will ultimately determine our success in this war....

…our Coalition partners have significant insights to share with us as well. Our friends at home and abroad are our natural allies in this war, and we should seek to partner with them at every opportunity.

The Vision

"As we combine our advantages, I envision a 1,000-ship Navy – a fleet-in-being, if you will, made up of the best capabilities of all freedom-loving navies of the world.

This **1,000-ship Navy** would integrate the capabilities of the maritime services to create **a fully interoperable force** – an international city at sea."
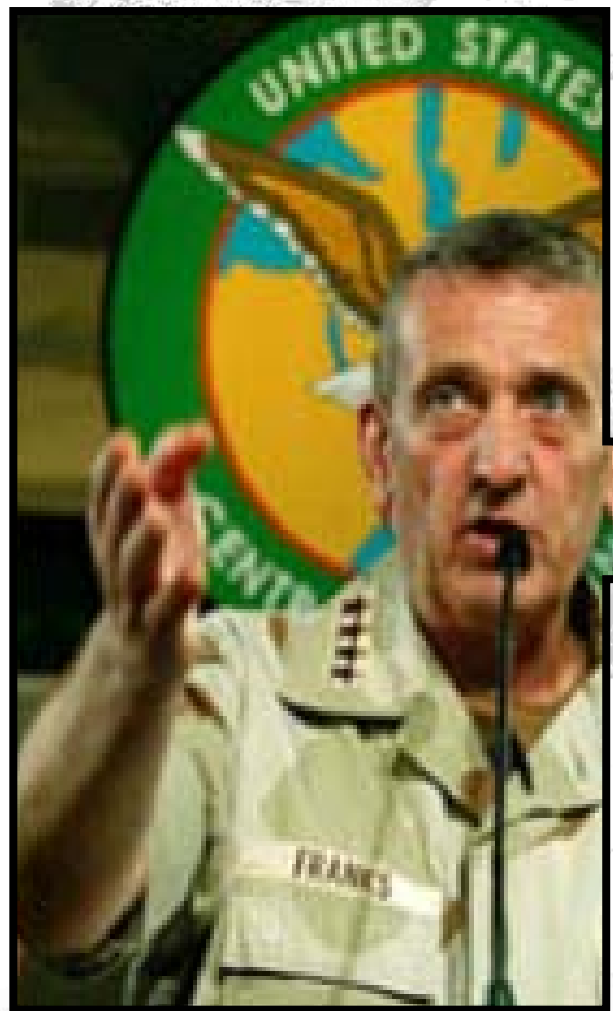
Remarks as delivered for the 17th International Seapower Symposium Naval War College, Newport, RI September 21, 2005

Linking Requirements to Programs

What coalition/combined capabilities do combatant commanders require?

What DoN collaborative or international sales programs exist (and permitted)?

International

Programs

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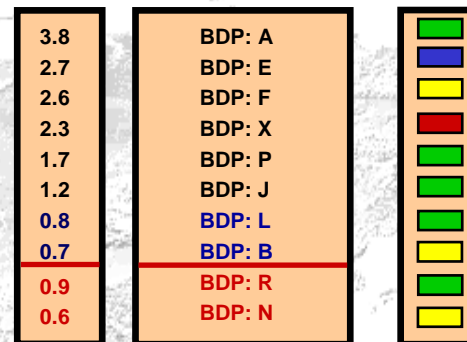
Interoperability

OUR RESPONSE

NIPO Strategic Planning Processes

Priority Matrix

Capabilities	OSD SCG	CMC SCG	CNO MSCG	USC GMS HS	DoS MPP	COCOM Theater Security Cooperation Plan (TSCP)	Country Capability Components Emphasis	COCOM Priority
AAW	Y	Y	Y	Y	N/A	Y	4th gen fighter	5
ASUW	Y	Y	Y	Y	N/A	Y	MPA; C4I; weapons	5
ASW	Y	Y	Y	Y	N/A	Y	Stand-off PGM; C4I	5
BMD	Y	Y	Y	Y	N/A	Y	Kill vehicles	5
Counter Drug	N/A	N/A	N/A	N/A	Y	N/A	ISR; NVG	3
Counter Terror	Y	Y	Y	Y	Y	Y	Training; C4I	1
Expeditionary	N/A	N/A	N/A	N/A	N/A	N/A	Rapid lift; mobility	5
ISR	Y	Y	Y	Y	Y	Y	C4I; Links	5
Mine Warfare	Y	Y	Y	Y	N/A	Y	Training; C4I	5
MIO	Y	Y	Y	Y	N/A	Y	Training; C4I	5
PKO	Y	Y	Y	Y	N/A	Y	Training; C4I	5
Strike Warfare	Y	N/A	N/A	N/A	N/A	N/A	Strategic strike	5

Fusion

Campaigns with Barriers

3.8	BDP: A
2.7	BDP: E
2.6	BDP: F
2.3	BDP: X
1.7	BDP: P
1.2	BDP: J
0.8	BDP: L
0.7	BDP: B
0.9	BDP: R
0.6	BDP: N

- ■ = No Barrier(s)
- ■ = Minor Barrier(s)
- ■ = Significant Barrier(s)
- ■ = Major Barrier(s)
- ■ = No Go

1. **Analyze Principal USG Security Cooperation Guidance**
2. **Input scores (1, 3, or 5), based on analysis, into Priority Matrix**
3. **Validate Priority matrix with COCOM staff**
4. **Continual review, update, & refinement**

United States Department of State	Secretary of Defense	United States Combatant Commander	Chief of Naval Operations	United States Marine Corps	United States Coast Guard
Embassy of XXXX					
Mission Performance Plan	Security Cooperation Guidance	Theater Security Cooperation Plan (TSCP)	Maritime Security Cooperation	Security Cooperation Guidance	Maritime Strategy for Homeland Security

Acting Within The Navy Enterprise

ENABLER FOR ENTERPRISE CRITICAL ISSUES / OPPORTUNITIES
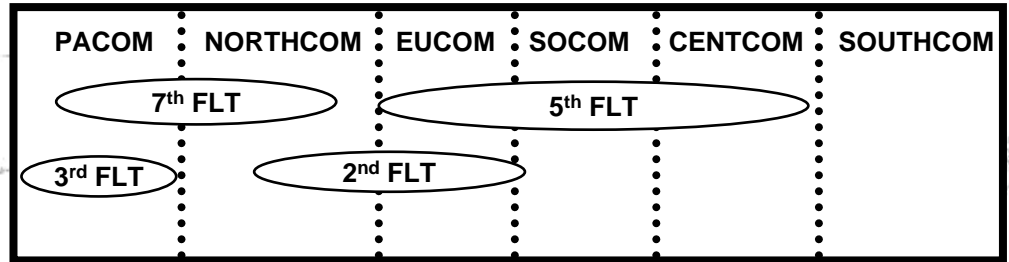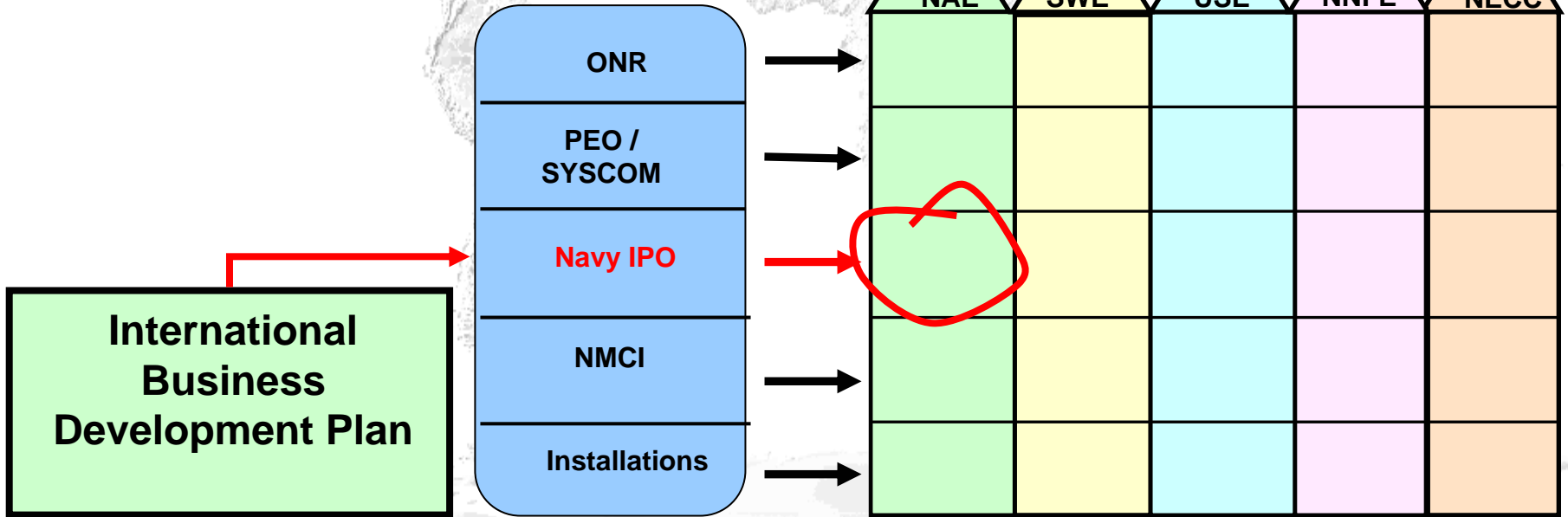
PACOM	NORTHCOM	EUCOM	SOCOM	CENTCOM	SOUTHCOM

7th FLT

5th FLT

3rd FLT

2nd FLT

CFFC

NAE | SWE | USE | NNFE | NECC

PROVIDERS & ENABLERS**

ONR

PEO / SYSCOM

Navy IPO

NMCI

Installations

International Business Development Plan

Decision Drivers

- **Reliability**
- **Support and training**
- **Advanced technology**
- **Demonstrated use by U.S. Armed Forces**
- **Political relationship with U.S.**

Dissatisfiers

- **Lengthy & complicated technology transfer system**
- **High level of Congressional and public scrutiny**
- **Price and related costs**
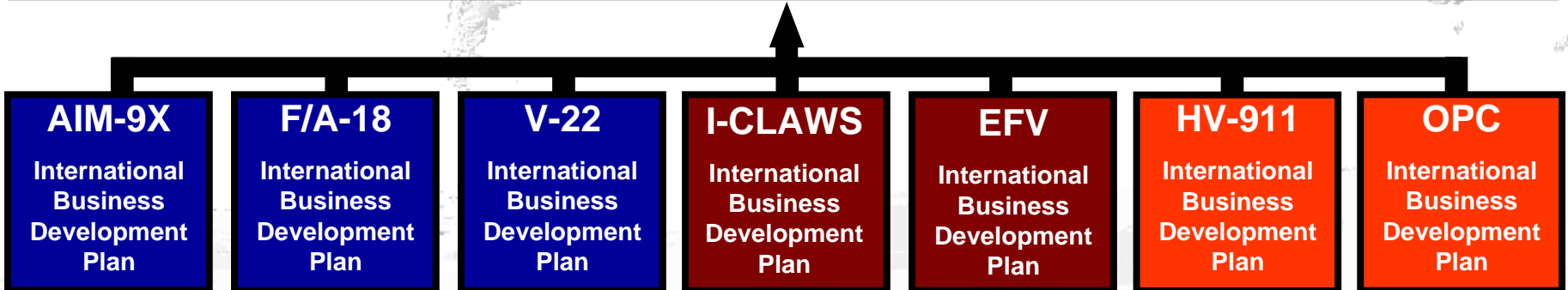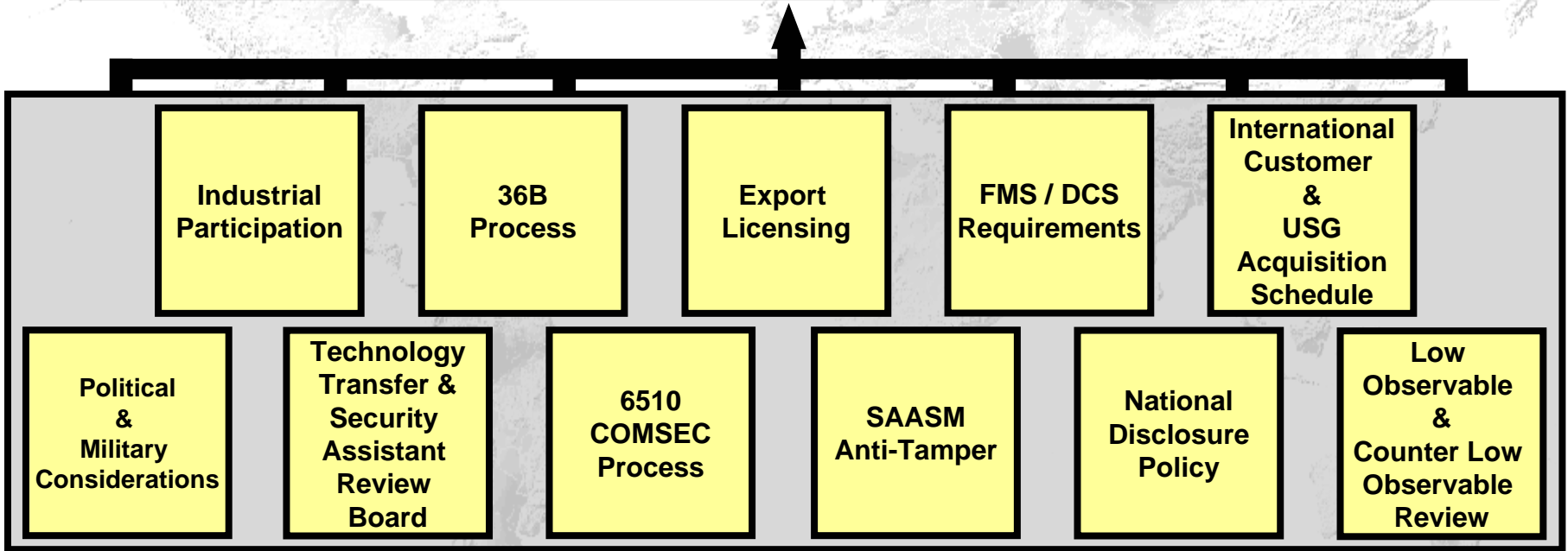- **High level of technological abilities/training may be required**
- **Limited quid pro quo**

Barrier Matrix

No Barrier(s)	**Minor Barrier(s)**	**Significant Barrier(s)**	**Major Barrier(s)**	**No Go**

Industrial Participation	36B Process	Export Licensing	FMS / DCS Requirements	International Customer & USG Acquisition Schedule
Political & Military Considerations	**Technology Transfer & Security Assistant Review Board**	**6510 COMSEC Process**	**SAASM Anti-Tamper**	**National Disclosure Policy**	**Low Observable & Counter Low Observable Review**

AIM-9X	F/A-18	V-22	I-CLAWS	EFV	HV-911	OPC
International Business Development Plan	International Business Development Plan	International Business Development Plan	International Business Development Plan	International Business Development Plan	International Business Development Plan	International Business Development Plan

The Barriers (1)

Pol-Mil	**Facilitators:** e.g., Treaties/Alliances; Cross Servicing Arrangements **Inhibitors:** e.g.,Congressional Restrictions; Article 98
LO/CLO	**Low Observable/Counter Low Observable Issues**
NDP	**National Disclosure Policy (NDP) exception required**
USN: TTSARB **USAF: Topline**	**Has the TTSARB cleared country to receive system** **Has the configuration/capability been approved**
6510 **(COMSEC)**	**Has the COCOM initiated the CJCSI 6510 process**
SAASM **Anti-Tamper**	**Has SAASM been incorporated** **Are there any anti-tamper issues**

The Barriers (2)

Export Licenses	Are export licenses approved
FMS / DCS	Are there any requirements for a country to purchase FMS or DCS
Schedule	Campaign schedule, product availability, timing, production line questions
Industrial Participation	Level of Industrial participation (e.g. software release, co- production, offsets)
36b Approval	Has the sale of been staffed with Congress
Case by Case Issues	Yockey Waiver, FMF, Excess Defense Articles (EDA)

PROPOSED IMPROVEMENTS (OUR DREAM)

Proposals

- **Link IPO international initiatives to SECDEF SCG**

- **Combine the four principle OSD technology transfer committees into one process**

- **Convert proceedings/votes into electronic means with decision time limits**

- **Resources allocated to Service programs with the greatest strategic value & probability of success**

- **Development of IP & interoperability metrics**

- **Continue to push for export control reform through various fora: ADAC, NSDP-19, etc.**

International Business Development Plans

Users Needs & Technology Opportunities

A   B   C   IOC   FOC

Concept Refinement	Technology Development	System Development & Demonstration	Production & Deployment	Operations & Support
Concept Decision		System Integration / System Demonstration / Design Readiness Review	LRIP / Full-Rate Production & Deployment / FRP Decision Review	Sustainment / Disposal

Pre-Systems Acquisition — **Systems Acquisition** — **Sustainment**

Initial Asset Review **1.0**	Marketing Strategy/ Security Review **2.0**	Program Development **3.0**	Definitization & Deployment **4.0D&F**	Support & Sustainment **5.0**

Pre-LOR	Case Development	Case Execution	Case Closure

Initial Capabilities Document (ICD)

Capabilities Development Document (CDD)

Capability Production Document (CPD)

Relationship to Requirements Process