

International environment is key

Global internationalisation and all the advantages and challenges it brings calls for adaptation on all levels. Exponential growth in technology and the associated security issues render rapid development and faster decision-making processes necessary. International cooperation between the Netherlands and its allies, the European Union member states and its partner countries outside the EU is unavoidable. The Dutch Defence and Security industry also needs to further position itself in the international arena. Innovation and international cooperation go hand in hand and international business or governmental partners provide opportunities for new and cutting-edge projects.

It is my pleasure to present to you the first English-language newsletter for the Dutch Defence and Security Industry, published to inform not only our fellow participants, knowledge institutions and government organisations in the Netherlands, but also all institutions and businesses abroad in order to emphasise our interest in international collaboration and stress the importance of our partnerships.

Our annual **NiDV Symposium** on November 17 is in perfect keeping with the above-mentioned challenges and opportunities. This year's topic is 'The internationalisation of Defence and Security'. I am very pleased to invite you to the annual NiDV exhibition, the leading meeting point for those interested in conducting business in the field of defence and security. It is the only comprehensive event for industry, politics, government agencies and knowledge institutes in the Benelux with a focus on defence and security. All of those in the business or looking to join the business will be there.

For more information, have a look on our website www.nidv.eu and follow us on Twitter ([@nidvnieuws](https://twitter.com/nidvnieuws)).

I hop to see you on November 17 in Ahoy Rotterdam.

Best regards,

Ron Nulkes

Director of the Netherlands Industry for Defence and Security



Ron Nulkes



Euronaval in Paris: The maritime industry remains of high importance

The NIDV Foundation facilitates the sustainable positioning of the Dutch Defence and Security-related Industry (NL-DSI) in national and international orders (from the government and elsewhere) and in national and international supplier chains. It is a strategic partner of the government in the area of defence and security and a key figure in the triple helix collaboration between the government, knowledge institutes and the business community. The NIDV has created several 'platforms' in which companies with a common interest work together and jointly approach a specific market segment in close cooperation with government representatives and knowledge institutions.

Representing around 200 companies (small, medium and large), NIDV also facilitates and encourages companies to participate in international seminars and exhibitions such as EuroNaval and DSEI. EuroNaval, supported by the French Ministry of Defence and French Navy, is the leading naval and maritime defence exhibition in Europe in the alternate years to the DSEI exhibition in the UK.

NIDV took part in the EuroNaval 2016, held from 17-21 October. This five-day event comprised an exhibition, conference and visit by VIP & senior staff delegations, in addition to showcasing a full range of naval and maritime defence and security technologies and products. Many international and Dutch companies participated, such as Damen DSNSC, Thales, RH Marine and small- and medium-sized companies like Bolidt, Alphatron and Van Halteren, also enabling them to conduct business-to-business meetings.



Vice Admiral Arie Jan de Waard and Commissioner Military Production Pieter Taal (right) on the Euronaval 2016 in Paris, France.

Many heads of international delegations showed an interest in Dutch companies that are well known for their smart initiatives and innovative ideas. During his visit to the Holland Hitech Lounge, Vice Admiral Arie Jan de Waard (Director of the Dutch Defence Material Organisation) stated that he was impressed by the exhibition and many follow-up meetings and visits were agreed. After the event, all participating Dutch companies were interviewed by NIDV in order to identify possible lessons learned from Paris and coordinate follow-up actions. The majority of the companies present in Paris will also visit or man a booth at the NIDV symposium in Rotterdam. They are confident they will be able to expand their business and research efforts even further in Rotterdam on November 17.

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NIDV Exhibition offers excellent opportunity

During the first semester in 2017, the European Commission is expected to launch calls through the European Defence Agency for project proposals within the framework of the Preparatory Action for Defence-related Research. This Action is designed to generate proof for a substantial European Defence Research Programme (EDRP) within the so-called 9th Multi-annual Financial Framework (MFF) 2021-2027. Although the Preparatory Action programme is still under development, the expected areas of activity include:

- Technology demonstration (e.g. systems for military surveillance and soldier systems)
- Critical Defence Technologies
- Interoperability Standards
- Future Defence Technologies
- Cooperative Support Activities

The rules of participation will require at least three parties from three nations to provide proposals. The Netherlands' security and defence industries are top-level players in their specific area of competence. The NIDV Exhibition therefore promises to offer an excellent opportunity to discuss and find potential partners for a response to the Defence Research Calls. Don't miss out!

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Complex world needs new forms of collaboration

New collaborations will be the topic of the Future Force Conference 2017 in The Hague from 9-10 February 2017.

Ecosystems are needed in which business and people with diverse backgrounds and disciplines get together to contribute to a better world, says Tom Middendorp, Commander of the Netherlands Armed Forces. So the topic of the FFC 2017 will be 'From partnership to ecosystems: combining our efforts for a more secure world.' During the conference, the focus will be on such topics as new technologies, cyber security, crisis management, the societal role of multinationals and ecosystem concepts. This broad range of topics invites conference participants to share their ideas about the future. These ideas in turn can provide the defence industry with new insights that help create stronger armed forces in the future.

Visit our website regularly for updates on the event or follow us on Twitter ([@nidvnieuws](https://twitter.com/nidvnieuws)).

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According to general Middendorp, ecosystems are needed in which business and people with diverse backgrounds and disciplines get together.

International challenges require international cooperation

The three leading strategic interests of the Dutch National Police are the defence of our own and our allies' territory, economic security and an effective international legal order (*International Security Strategy – A Secure Netherlands in a Secure World*, government of the Netherlands, The Hague, June 2013). The latter emphasises the importance attributed by the National Police to international cooperation. However, there are several international security issues that can have an impact on the Netherlands and which make clear the importance of international cooperation for Dutch security.

To enhance security in the Netherlands, the government is earmarking an additional €5 million in 2017 for the international security fund and international stability fund. The investment is intended to help solve the challenges of conflict prevention and combat violent extremism. International cooperation will be needed to tackle migration and its roots. This entails making agreements with African countries on possibilities to improve opportunities in the countries of origin and strengthen control along the European Union's external borders.



International cooperation between countries and organisations will be needed to tackle today's challenges.

To improve international cooperation, the Dutch National Police has already integrated the topic of internationalisation into its educational and knowledge products. English language courses and training programmes are offered, for instance. The International Masterclass and the Pearls in Policing Programme explore the development of international cooperation in the short and long term. And national programmes agreed on with the other European Union member states and countries outside the EU are implemented.

A specific example that demonstrates the successful cooperation between the National Police and other entities is the cooperation within the Euregions, i.e. the border regions of Germany, Belgium and the Netherlands. Several police entities collaborate in working groups on cross-border police cooperation. This includes the exchange of materials and information. However, the police are not only maintaining and improving their connections with international organisations, but also with the Netherlands security industry. The National Police Masterclass in 2016 and meetings between the police and industry are among the efforts being carried out to get in touch with NIDV participants and create invaluable connections.

Today's challenges require a closer cooperation of the Dutch National Police in order to guarantee safety and security. The above programmes and project show the start of successful partnerships with international entities.

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Flying High: The Netherlands approach tanker plane project together with Luxembourg

Luxembourg aims to contribute to NATO's weak tanker plane capacity, which is currently compensated for by the United States. The Netherlands requires the aircraft to replace its aging KDC-10 tankers which have been extensively used to support the military missions in Iraq and Afghanistan. The Dutch Defence Minister is very positive about the cooperation with Luxembourg, one that is clearly future-oriented, and her country is the leading force in this multinational project.



Although two tanker planes is not enough to achieve full capacity, other countries are invited to join the project. With their help, the number of tanker planes could increase to eight. The two tanker planes bought by Luxembourg and the Netherlands are intended to replace the Dutch KDC-10 tanker planes starting in 2020, as these were used intensively during the military missions in Iraq and Afghanistan and are in dire need of replacement.

The new tanker planes will be the property of NATO, while Luxembourg and the Netherlands will have exclusive usage rights. The planes will be stationed in Eindhoven, the Netherlands. The life expectancy of the fleet is 30 years.

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Dutch companies see promising opportunities in Germany

The NIDV planned several events in recent months about ways to do business with the German contracting authority, i.e. the German government. The first event was an informative gathering in Amersfoort intended to prepare interested Dutch companies for an information and network event in September in Koblenz, Germany. Companies also had the possibility to learn about the legal background and differences between doing business with the Dutch government and with the German government during an event in Amsterdam at Van Diepen Van der Kroef. This law firm has a unique Dutch-German section with five 'Rechtsanwälte' sworn in Germany. During the meeting in Koblenz, organised by the Studiengesellschaft for Deutsche Wehrtechnik (DWT) and Federal Office of Bundeswehr Equipment, Information Technology and In-Service Support (BaainBw), 200 businesses, mainly German small and medium-sized companies, demonstrated their interest in doing business with the German government.



Dutch minister Hennis-Plasschaert and German minister Van der Leyen signed the Joint Support Ship Letter of Intent on HNLMS Karel Doorman in February 2016.

Germany has a large amount of orders every year. The BaainBw has yearly 48,090 orders, including 2,000 large-scale projects. It also has an annual procurement budget of €4.2 billion. In addition, the Dutch and German defence departments have been working together closely for several years and even integrate artillery units. There are more than 120 joint projects. The maintenance of land-related systems (Boxer, Fennek and PzH2000) is an example of one such project. Other examples are the possible MRTT project, the transfer of 16 Leopard 2A6 battle tanks to Germany in 2017 as part of a formal cooperation agreement, and the attendance of Defence Minister Hennis-Plasschaert at the Bundeswehr conference in October 2016 in Berlin.

When it comes to the various projects between international companies and government agencies in the area of Defence and Security, international cooperation of either a business-to-business or business-to-government nature is expected to be of benefit to the Defence and Security Industry in both the Netherlands and Europe.

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Agenda NIDV 2016

15 and 16 November	Rotterdam	Aerospace and Defence International Trade Summit
16 November	Rotterdam	B-to-B meeting exhibitors of NIDV Symposium
17 November	Rotterdam	NIDV Symposium and exhibition
22 November	The Hague	Innovation Congres, Ministry for Security and Justice
8 December	The Hague	Workshop on International Property Rights (IPR)
12 January	Regional session	Defence Material Organisation (DMO)
9 and 10 February	The Hague	Future Force Conference

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