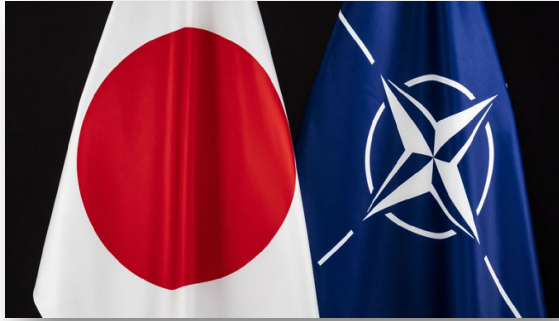




NORTH ATLANTIC TREATY ORGANIZATION  
ORGANISATION DU TRAITÉ DE L'ATLANTIQUE NORD



# NATO Industrial Advisory Group (NIAG)

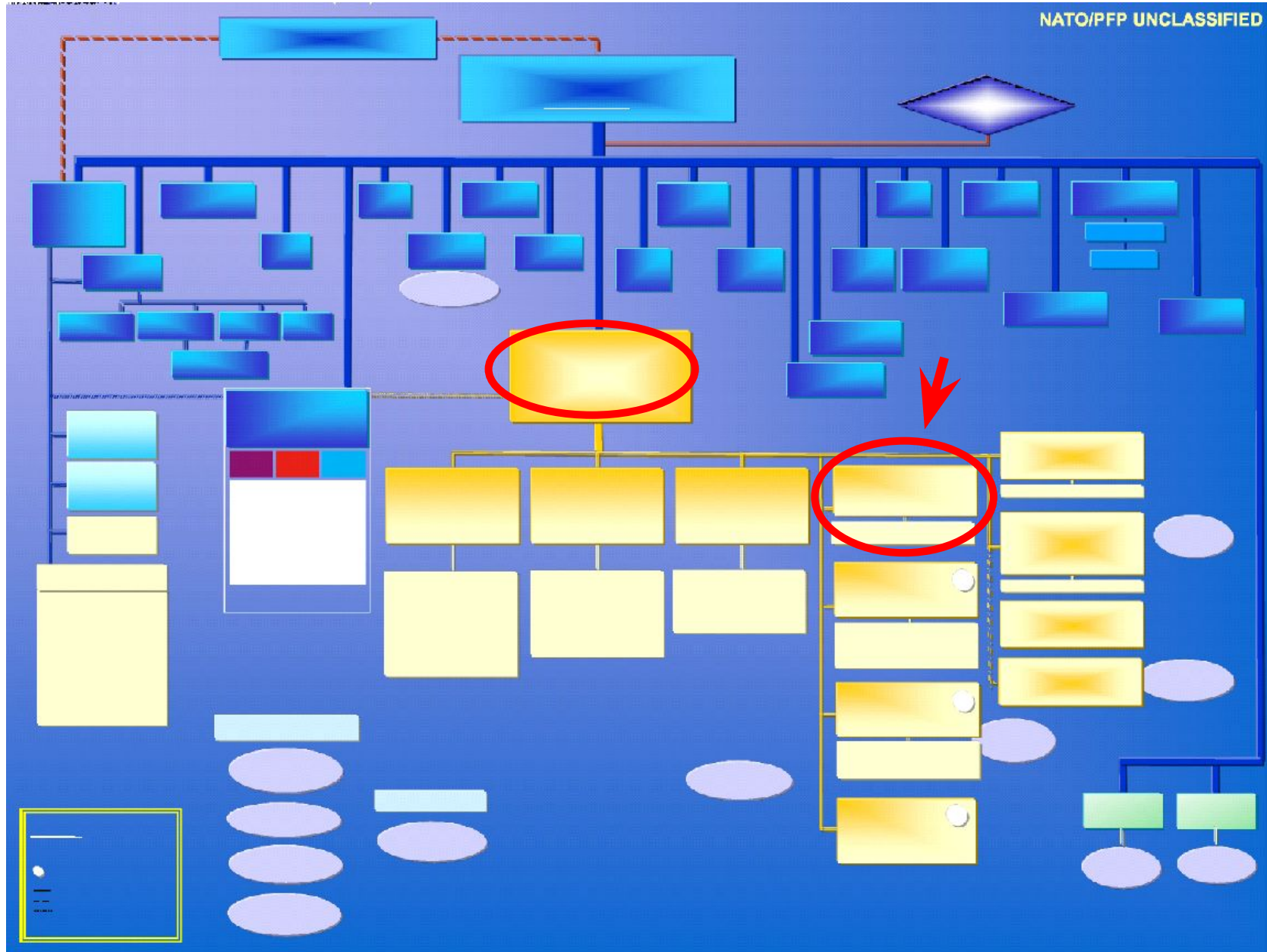
Generic Briefing

**The NIAG: The Voice of Industry in NATO to Inform Capability Development**

Rudy PRIEM (NIAG Chair) @ ISIC's Defense Industry Forum, 29 September 2022

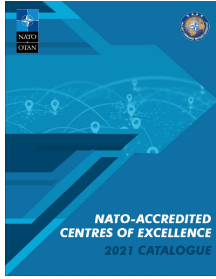
# Briefing Outline

- Place of the CNAD and NIAG within NATO
- Role of the CNAD
- NATO's High Visibility Projects
- Importance of NATO-Industry Engagement
- Role of the NIAG
- NIAG Activities
- Examples of NIAG Studies
- Key Takeaways
- Q&A



NATO/PFP UNCLASSIFIED

## Pre-competitive phase



NATO-accredited  
Centres of Excellence



ACT's FFCI / OCAI + IH

(Office for Collaboration with Academia and Industry + Innovation Hub)



Reports to



Studies funded by NATO



Science & Technology  
Organization (STO)  
Studies etc. funded  
through Nations

## Competitive phase



To be monitored: NATO DIANA & NATO Innovation Fund  
developments

From (1) informal dialogue to (2) S&T collaboration to (3) studies/workshops/conferences/demonstrations to (4) sales to (5) sustainment to (6) disposal

- Aim: ensure the highest level of contribution (1) to warfare development; (2) to the support of NATO exercises and operations; and (3) interoperability
- Ultimately, this NATO-Industry framework contributes to the enhancement of NATO's overall capability development, acquisition and delivery



# CNAD Role

- The Conference of National Armaments Directors (CNAD) is the senior NATO committee responsible for promoting the cooperation between countries in the armaments field
- The CNAD:
  - consists of top national officials responsible for defence procurement in NATO Member and partner Countries
  - identifies collaborative opportunities for R&D, and production of military equipment and weapons systems
  - reports directly to the North Atlantic Council (NAC)
- Its work is prepared and supported by its subordinate committees
  - The Army, Air Force and Naval Main Armaments Groups (MAGs) and their respective subgroups support the work of the CNAD and are responsible to it for all activities in their respective fields
  - Assistance on industrial matters is provided by the NATO Industrial Advisory Group (NIAG)
  - Other main groups (MGs) under the CNAD are active in fields such as ammunition safety, system life cycle management, and codification
- More details: [https://www.nato.int/cps/en/natolive/topics\\_49160.htm](https://www.nato.int/cps/en/natolive/topics_49160.htm)

# NATO's High Visibility Projects

	Key Capability Area	NATO High Visibility Project (HVP)	Involvement of NATO Member and partner Countries
1	Command and Control	Composite Special Operations Component Command (C-SOCC)	BEL + DNK + NLD
2		Regional Special Operations Component Command (R-SOCC)	HRV + HUN + SVK + SVN
3		Command and Control Capability for Surface Based Air and Missile Defence for the Battalion and Brigade Level (SBAMD C2Layer)	DNK + FRA + HUN + ITA + PRT + ESP + GBR + USA
4	Training Structures	Multinational Special Aviation Programme (MSAP)	BGR + HRV + HUN + SVN
5		NATO Flight Training Europe (NFTE)	BGR + HRV + CZE + GRC + HUN + MNE + MKD + PRT + ESP + ROU + TUR
6	High-End Acquisition	Multi Role Tanker Transport Capability (MRTT-C)	BEL + CZE + DEU + LUX + NLD + NOR
7		Maritime Multi Mission Aircraft (M3A)	CAN + FRA + DEU + GRC + ITA + POL + ESP + TUR
8		Maritime Unmanned Systems (MUS)	BEL + DNK + FRA + DEU + GRC + ITA + NLD + NOR + POL + PRT + ESP + TUR + GBR + USA
9		Next Generation Rotorcraft (NGRC)	FRA + DEU + GRC + ITA + GBR
10		Modular Solution for Ground Based Air Defence Capabilities (Modular GBAD)	BEL + DNK + DEU + HUN + ITA + LVA + NLD + SVN + ESP + GBR
11		Rapidly Deployable Mobile Counter Rockets, Artillery and Mortar (C-RAM)	DEU + GRC + HUN + GBR
12	Ammunition	Air-to-Ground Precision Guided Munition (A2G-PGM)	BEL + CZE + DNK + FIN + GRC + HUN + ITA + NLD + NOR + POL + PRT + SVK + ESP + GBR
13		Land Battle Decisive Munitions (LBDM)	AUT + BEL + HRV + CZE + DNK + EST + FIN + FRA + DEU + ITA + LVA + LTU + MNE + NLD MKD + NOR + POL + PRT + SVK + SVN + ESP + SWE + GBR
14		Maritime Battle Decisive Munitions (MBDM)	BEL + FIN + FRA + ITA + NLD + POL + PRT + ESP
15		Multinational Ammunition Warehousing Initiative (MAWI)	BEL + EST + FRA + GRC + ITA + NLD + NOR + SVK + SVN + ESP (+ NSPA)
16	CBRN Defence	Network of CBRN Defence Facilities (CBRN-DF)	BEL + GRC + ITA + LVA + NLD + POL + ESP + GBR + USA
17		CBRN Protection Equipment (CBRN-PE)	ALB + BEL + GRC + HUN + ITA + LVA + NLD + ESP + GBR + USA
18		CBRN Detection and Identification (CBRN-D&I)	ALB + BEL + GRC + ITA + LVA + NLD + POL + GBR + USA

The Alliance supports Allies in identifying and developing these 18 multinational cooperative projects to deliver the key defence capabilities needed for Alliance security.

Source: [https://www.nato.int/cps/en/natohq/topics\\_163289.htm](https://www.nato.int/cps/en/natohq/topics_163289.htm)

**NATO**

- Get understanding of opportunities associated with technology trends and technology maturity levels and roadmaps, etc.
- Get insight into business models, production timelines, standards, required skills and potential industry partnering opportunities, etc.
- Get informed on Capability Development by the NIAG, a NATO body
- Get informed on potential collaborative opportunities for research, development and production of military equipment and weapons systems



**Industry**

- Receive early visibility of capability planning and funding sources, allowing to make strategic forward investment decisions, etc.
- Understand operational requirements and end-use of technologies
- Learn from operational experiences in the field
- Network with other industries and understand future industry business & cooperation opportunities



**Through the  
NIAG in the  
non-competitive/pr  
e-procurement  
phase**

# NIAG Role

- The NIAG is a **NATO body** that is active in a **non-competitive/pre-procurement environment**
- The NIAG is **of industry**, but is not industry
- The NIAG, the voice of industry, represents **> 5,000 companies (of which 80% are SMEs)**
- The NIAG provides NATO and its Members/partners with “**industrial knowledge**” and does **NOT represent the commercial interest of the individual companies**
- The NIAG Reps are **NATIONAL** and represent **fairness, transparency, inclusiveness, equal treatment** and **consensus** from industry
- The NIAG is **not a trade association nor lobby organization** and does **not require membership fees**
- Most NIAG activities are conducted in **NATO UNCLASSIFIED** environment



# NIAG Leadership

- **Chair: Mr. Rudy Priem (Raytheon Technologies, Belgium)**
  - rudy.priem@rtx.com
- **Vice-Chair: Mr. Pablo González (Indra, Spain)**
  - pgonzalezs@indracompany.com
- **Coordinating Staff Officer (CSO): Mr. Jean-Sébastien Vautier (NATO/International Staff)**
  - vautier.jean-sebastien@hq.nato.int
- **Secretary: Ms. Nathalie Van Donghen (NATO/International Staff)**
  - vandonghen.nathalie@hq.nato.int
- More than 20 Nations appointed a NIAG Head of Delegation (HoD)
  - Most have a day job at home as Director/Head of the National Defence Industry Association (NDIA)
  - Others have a day job in a defence company, but, at the NIAG, they represent their national industrial base

# NIAG Engagement Tools



**Pre-competitive  
Inclusive  
Consensual**



## ✓ NIAG studies

- High Level Advice (HLA)
- Technical Advice

More than 270 studies conducted since 1972 (also for ESCD on Cyber, Defence Against Terrorism (DAT) etc.)



## ✓ NIAG Industrial Interface Groups (NIIG)

- Long-term sounding board
- Accelerated advice

Support(ed) the **Life Cycle Management Group (LCMG)**, the **Alliance Future Surveillance and Control (AFSC)** and the **Ground Based Air Defence (GBAD)** initiatives



- ✓ **Position Papers (solicited & unsolicited)**
- ✓ **Representation in workshops / meetings / exercises / field trials**
- ✓ **NIAG Communities of Interest (CoI)**
  - Example: CoI with ACT (incl. sub-Cols on (1) C4ISR and (2) Logistics & Sustainment)
- ✓ **NIAG Liaison Officers (NLOs)**
- ✓ **NIAG Industry Liaison Teams (NILTs)**
  - Example: NILT on Next Generation Rotor Craft (NGRC)

## NIAG Studies – Examples of past themes (1/2)

- Development of Information Environment Assessment Capability with [Advance Data Analytics](#)
- Concepts and Rationale for [Contracting for Capability](#) on NATO Armaments and Support Programs
- System of interest (SOI) Maturity Assessment through NATO System [Life Cycle Management](#) perspective
- Adopting [big data](#) in NATO
- Utility of [unmanned vehicles](#) in NATO ASW operations
- STANAG study for a joint safety and suitability for service evaluation process which will include safety and strength of design tests of sensitive electronic, electromechanical and optical components used in guidance system of [Gun Launched Guided Munitions](#) (GLGM)
- [GBAD Operations](#) against the 21st Century Peer Nation Cruise Missile and Unmanned Aerial Systems (UAS)
- NATO's targeting and interoperability challenges for [Network Enabled Weapons](#) (NEW) in the 2035 threat environment

**Technical  
Studies**

## NIAG Studies - Examples of past themes (2/2)

- Assessment of [Human Augmentation Technologies](#) for Exploitation in Battlefield
- Requirements for the next generation [Above Water Warfare](#) (AWW) targets
- Future [maritime Electronic Warfare \(EW\)](#) system design
- [Secure Telemetry](#) to protect the [sonobuoy](#) uplink and downlink
- Low-Collateral Damage [C-sUAS Effectors](#) Other than Jammers
- Overarching [C2 for Unmanned Underwater Vehicle](#) (UUV) Systems
  
- Contribution to the implementation of the [Framework for NATO-Industry Engagement](#) (FNIE)
- Contribution to the design of the NATO [Procurement](#) Organisation (NPO)
- Transatlantic Defence Technological and Industrial Cooperation ([TADIC](#))
  
- NIAG Industry Initiative for [Agile Acquisition](#) (I2A2)
- [COVID-19](#): address disruption and build resilience in the defence technological and industrial bases of the NATO Member and partner countries

**Paid Technical Studies**

**Paid High Level Advice Studies**

**Unsolicited Unpaid NIAG Report**



# Key Takeaways

- The NIAG and many other NATO bodies share a common objective, i.e., “To maintain and improve NATO’s technological edge for the next decades”
- The NIAG is an important cornerstone of NATO-Industry relations

## ■ Companies should:

- not only engage with NATO bodies in the competitive phase but also in the pre-competitive phase of NATO programmes and projects
- engage with their national delegations at NATO and with their NIAG HoDs and/or Deputy HoDs
- take benefit of the NATO and NIAG web portals

## ■ NATO bodies (MGs, ACT, ESC, etc.) should:

- at all levels, reach out to the NIAG which offers - in a **non-competitive environment** - a "**fair, neutral, transparent and consensus-based sounding board**", based on the industrial experience of a large number of industry experts
- take benefit of ‘early’ NIAG advice in the NDPP
- take benefit of the NATO and NIAG web portals



# Questions?

## Contact us

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WEBSITES

- <https://diweb.hq.nato.int> (*password protected*)
- [https://diweb.hq.nato.int/niag/Pages\\_Anonymous/Default.aspx](https://diweb.hq.nato.int/niag/Pages_Anonymous/Default.aspx) (*public*)