

## **NATO – GREECE Industry Information Day 2017**

Let me break with the protocol and welcome first of all the ladies and gentlemen from the Greek companies, research institutes and academics. This event is organized for you – for us and I hope that we will get the maximum value out of today's proceedings.

General Director of GDDIA, Lt. General VOURIS, Alternate General Director Vice Admiral KYRIAKIDIS, distinguished members of the Hellenic Government Ministries, representatives of the Allied Governments, NATO officials and Hellenic Armed Forces Officers.

It is with great pleasure that we note the dedication and assistance of the Hellenic Ministry of Defense, starting from the the Political Leadership and obviously GDDIA to support and promote the extrovert activities of the Hellenic Industrial Base and it is in this framework that today's workshop is organized.

I would like to thank GDDIA on behalf of the two organizations of the Hellenic Industry, HASDIG –the Hellenic Aerospace, Security and Defense Industries Group and SEKPY – the Hellenic Association of Defense Materiel Manufacturers for the organization and the invitation to participate and contribute to the workshop, "NATO-GREECE Industry Information Day 2017".

I also want to welcome all the distinguished panelists and thank them for their contributions.

Ladies and Gentlemen,

Nowadays defense industry has a new area it needs to defend – itself. With defense budgets having reached their lowest levels ever in many countries, and with a whole new array of non-traditional threats to guard against, "business as usual" in the defense industry is under attack on several fronts. That is why practical improvement of the relationship between NATO and industry in capability development and delivery has to be developed. In this context, the NATO-Industry Forum confirmed a shared vision of the industry as more than simply a commercial provider, an enabler, or a partner, but rather as a pillar of NATO's credibility, a position endorsed by NATO agencies themselves.

The scope of this workshop is to inform the Greek participants for the procedures to get involved in the "opportunities", as we would call in the industrial sector, presented in the NATO organization. Indeed, in these times of the long economic crisis in our country, extroversion is admitted by all experts to be one of the pivotal activities to assist in the recovery. NATO is a big and complicated organisation and it seems chaotic to approach. Therefore I believe the realisation of this workshop from GDDIA is of high value, since it will provide to all of us information on how to approach some of the Alliance's most "interesting" sections.

At this point, I would like to stress that Greece is still spending a considerable part of its GDP for defense. It is common knowledge, as our allies recognise (and has been recently acknowledged by President Trump) that Greece is one of the five nations

that fulfil its economic undertakings to the Alliance, even at these very difficult times for Greek economy.

The participation of Greek industries in domestic and international Defense and Security programs through procurements and services is a most critical factor in utilizing, to the highest possible extent, the investments and the existing infrastructure and capabilities for the benefit of the national economy and the defense capabilities of Greece, especially; and I cannot repeat it often enough; in this critical period for our country. The Greek Defense companies possess significant know-how in R&D and their industrial infrastructure is of very high quality. At the same time there is immense potential in the Greek research community that, to the largest extent, remains untapped in the area of security and Defense.

According to data derived from NSPA, five (5) member-companies of HASDIG have signed contracts with the Agency (Apella, Hellenic Aerospace Industry, Hellenic Defence Systems, IDE-INTRACOM Defense Electronics and SIELMAN) and at the same time three (3) members (Hellenic Aerospace Industry, Hellenic Defence Systems, IDE-INTRACOM Defense Electronics and SIELMAN) have signed Outline Agreements. Referring to NCIA and according to respective data, three (3) member-companies of HASDIG (Hellenic Aerospace Industry, IDE-INTRACOM Defense Electronics and SSMART) have signed Basic Order Agreements with the Agency. I believe there is huge scope for improvement.

I have the heavy burden of trying to "squeeze" / to apply pressure to the speakers of the first panel, but also to those of the following ones, being the only private industry representative amongst the panellists today.

Trying to "squeeze", in a gentle manner of course by asking them to concentrate in presenting how the interested parties can gain access to the various Alliance activities open for industry and what are the plans, or what has already been implemented to facilitate the access of the private sector and in particular of its dynamic aspect, that of the SMEs.

Indeed I would like to underline the following characteristics of the SMEs.

SMEs cannot have dedicated personnel to follow all the bureaucratic procedures and this coupled with the geographical distance puts them at a considerable disadvantage, thus simplification of the processes to ease the burden is of the utmost importance.

Also I want to stress the issue of trust and the human factor element. Once undergone a stringent process of certification, one knows that SMEs can be trusted. They have the advantage of knowing very well their personnel and ensuring security requirements.

And I would ask the panellists, although it is understood that this topic is not their main concern, to mention, if they have knowledge, of any additional value – apart from the very obvious monetary one – generated for the participants in the activities of the Alliance.

I am pleased to open now the first session of this Information Day for the Greek Industry. I could not have thought of more suitable persons to introduce to us the interaction between NATO and Industry at different levels within the Alliance than our two panelists, Mr. Liviu LAZAR and Commander Stavros POLYDOROU.

Mr. LAZAR will introduce us to the Framework for NATO Industry Engagement and the NATO Industrial Advisory Group activities and Commander Stavros POLYDOROU will introduce ACT's – Allied Command Transformation Plan of 2017 for Industry Engagement.

Liviu LAZAR has served as coordinator of the NATO Industrial Advisory Group (NIAG) and of the Life Cycle Management Group (LCMG), within the Defense Investment Division of NATO International Staff, at the Alliance Headquarters in Brussels. In April 2014 Mr. LAZAR was appointed NATO's Industry Relations Coordinator. In his current position he has been instrumental to the drafting and promotion of the Framework for NATO-Industry Engagement to the North Atlantic Council; the Framework represents the basis for implementing the declarations of the Heads of State and Government at the recent NATO Summits, on the importance of strong defense industrial base in Europe and North America, and of transatlantic defense industrial cooperation.

Mr. Lazar is the International Staff officer in charge with the execution of the annual NATO-Industry Forum, event which is placed under the sponsorship of the NATO Secretary General. The Forum is co-organized by the Supreme Allied Commander Transformation and the Assistant Secretary General for Defense Investment, and it is the only strategic event for NATO dialogue with defense and security industry, academia and think tanks, as well as with national administrations, parliamentarians, military and EU institutions, with the aim to identify innovative solutions and cooperation opportunities and strategies for NATO capability development.

He has also developed and maintains the [NATO Business Opportunities portal \(http://www.nato.int/cps/en/natohq/62249.htm\)](http://www.nato.int/cps/en/natohq/62249.htm) and the [Industrial Relations portal \(https://diweb.hq.nato.int/indrel/Pages/Default.aspx\)](https://diweb.hq.nato.int/indrel/Pages/Default.aspx).

Dear Mr. LAZAR the floor is yours.

Our next speaker is Commander Stavros POLYDOROU, who will introduce Allied Command Transformation Industry Engagement Plan 2017.

Commander POLYDOROU graduated from the Hellenic Naval Academy in 1992 as an Ensign. Since then, he has served in numerous Hellenic Fleet units, with which he had been deployed in NATO and UN operations. Additionally, he has served at the Frigates Command, and at the Hellenic Navy's General Staff HQ.

Commander Stavros POLYDOROU has earned a PhD in International Law, an MA in International Security and Civil Military Relations, an MSC in Engineering Acoustics, and an MSC in Applied Physics. He has participated in the team which invented and developed a compact and inexpensive hydrophone with an internal ultra-low-noise

preamp called 'minican'. Recently he authored a book on the Law of the Sea and Greece concerning straits used for international navigation.

Commander POLYDOROU is also a graduate of the US Naval War College (Command and Staff Diploma), of the Hellenic Staff College, the Hellenic Supreme Joint War College, and the Hellenic National Defense College.

Since August 2014 he is stationed at the NATO HQ, in Brussels as one of the team of the Supreme Allied Commander Transformation Representatives in Europe specializing in NATO's Defense Planning.

Commander POLYDOROU the floor is yours.