

BAE SYSTEMS



Naval-Industry R&D Partnership Conference 2003 Industry Views Leveraging Technology

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Leveraging Industrial Innovation for Naval Power 21

- **Industry Environment**

- 2% to 4% of annual sales spent on IR&D technology
- Investment focus driven by customer priorities in procurement
- Innovation driven by competitive differentiation
- Simultaneous partnering and competition drives behaviors

- **Navy communication and interface with industry up front critical to both shape and leverage our technology direction.**

- **Link Sensor to Shooter TST and CONOPS of Navy Capability Pillars to industry technology application toolkits.**

- Navy Technology Interface Forums with Industry
- Modeling, Simulation and Demos enables the dialog (e.g. JDEP)
 - Tying requirements to military worth
 - Leverage useful engineering / technology trades throughout project lifecycles
 - Link the operational environment to the technical environment

- **Open web based architectures critical in an effects based NCW FIOP environment.**