

# Defense Professionals in Transition: People, Markets & Tools A Global Focus



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# Globalization Drivers

- Economics
- Global War on Terrorism
- Internet (www)
- Politics
- Others

*“The World is Flat”*



# Globalization of Government & Defense

- Cross Border Deals
  - The British are coming
    - and so are the Italians
  - The French are too (if France re-enters – NATO)
- Market Impacts
  - Technology evolution
  - Policy & contracting shift



# Globalization of Government & Defense (cont.)

- Burden Sharing
  - Multilateralism
  - Cost sharing to support stabilization
  - Offensive & defensive missions merge
- Market Impacts
  - Nation building efforts “mainstreamed”
  - Cyber, 2<sup>nd</sup> & 3<sup>rd</sup> line defense market, etc. mature



# Globalization

- Defining moment for the people, market tools that support the defense market place

