

**Deutsche Verbindungsstelle  
des Rüstungsbereiches USA/Kanada**

Federal Republic of Germany  
Liaison Office for Defense Materiel USA/Canada



**The new German Acquisition Process and  
its effects on Test & Evaluation**

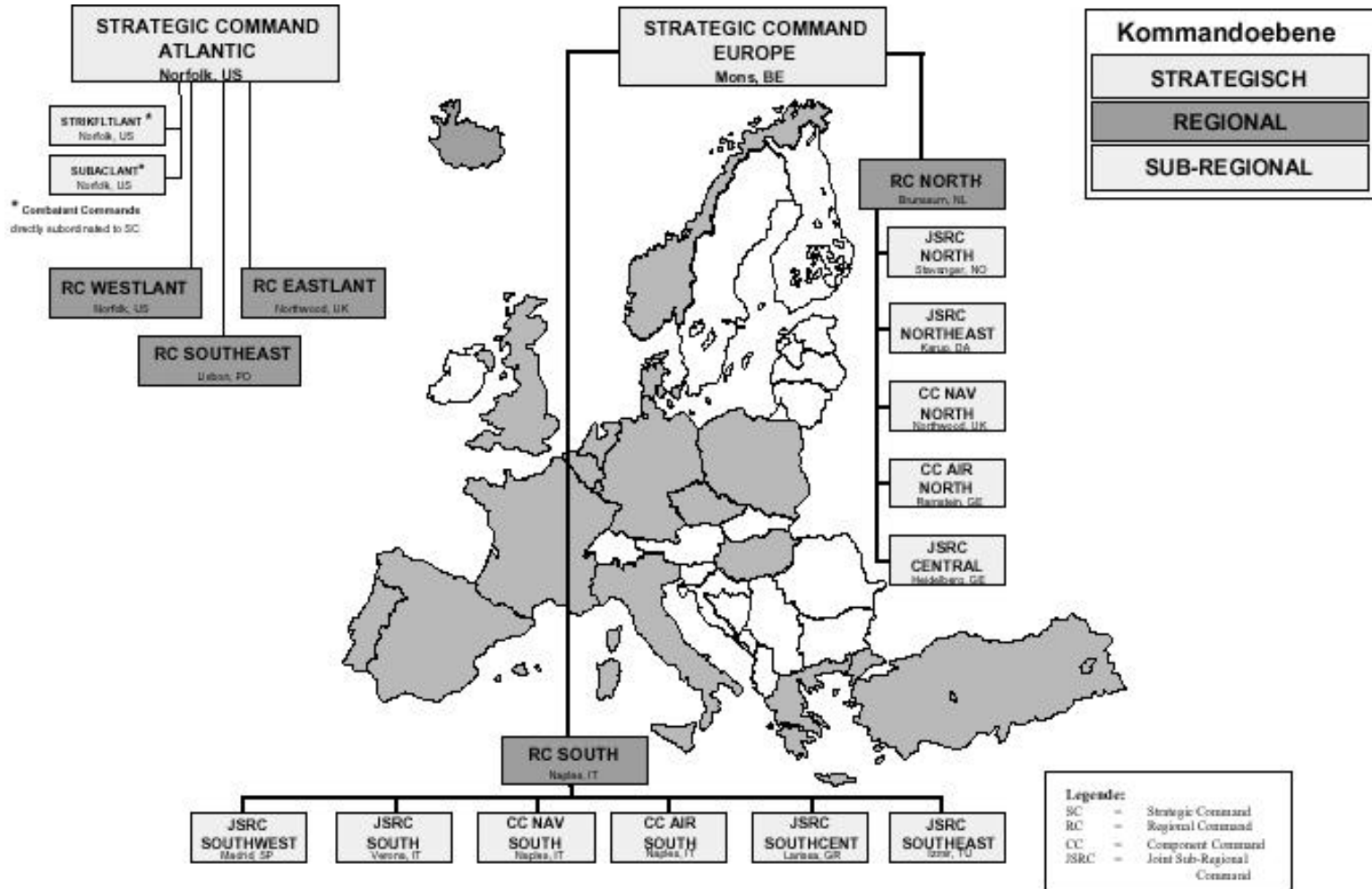
Gerhard Brauer  
NDIA T&E Conference, March 2001

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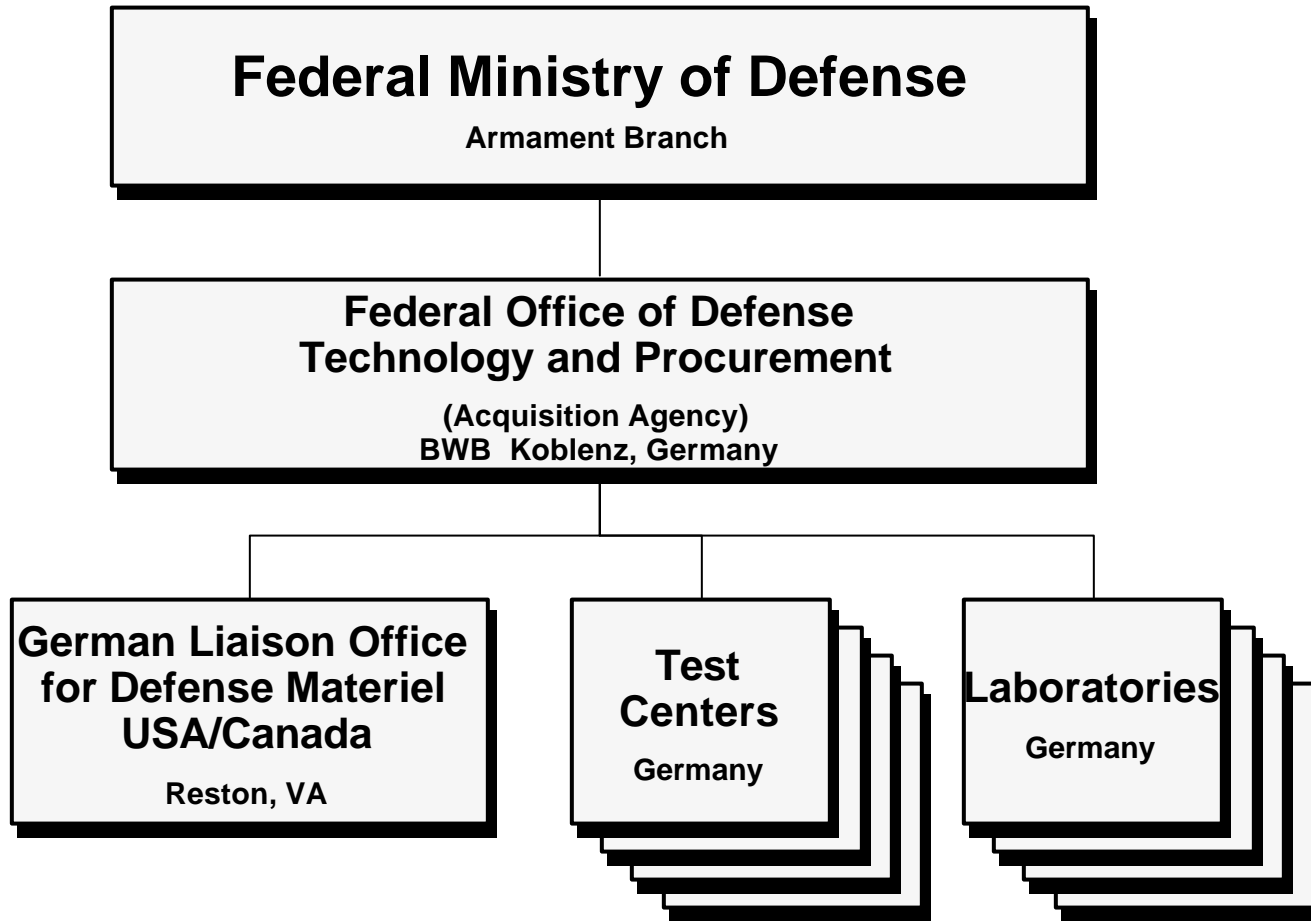


# New NATO Commands



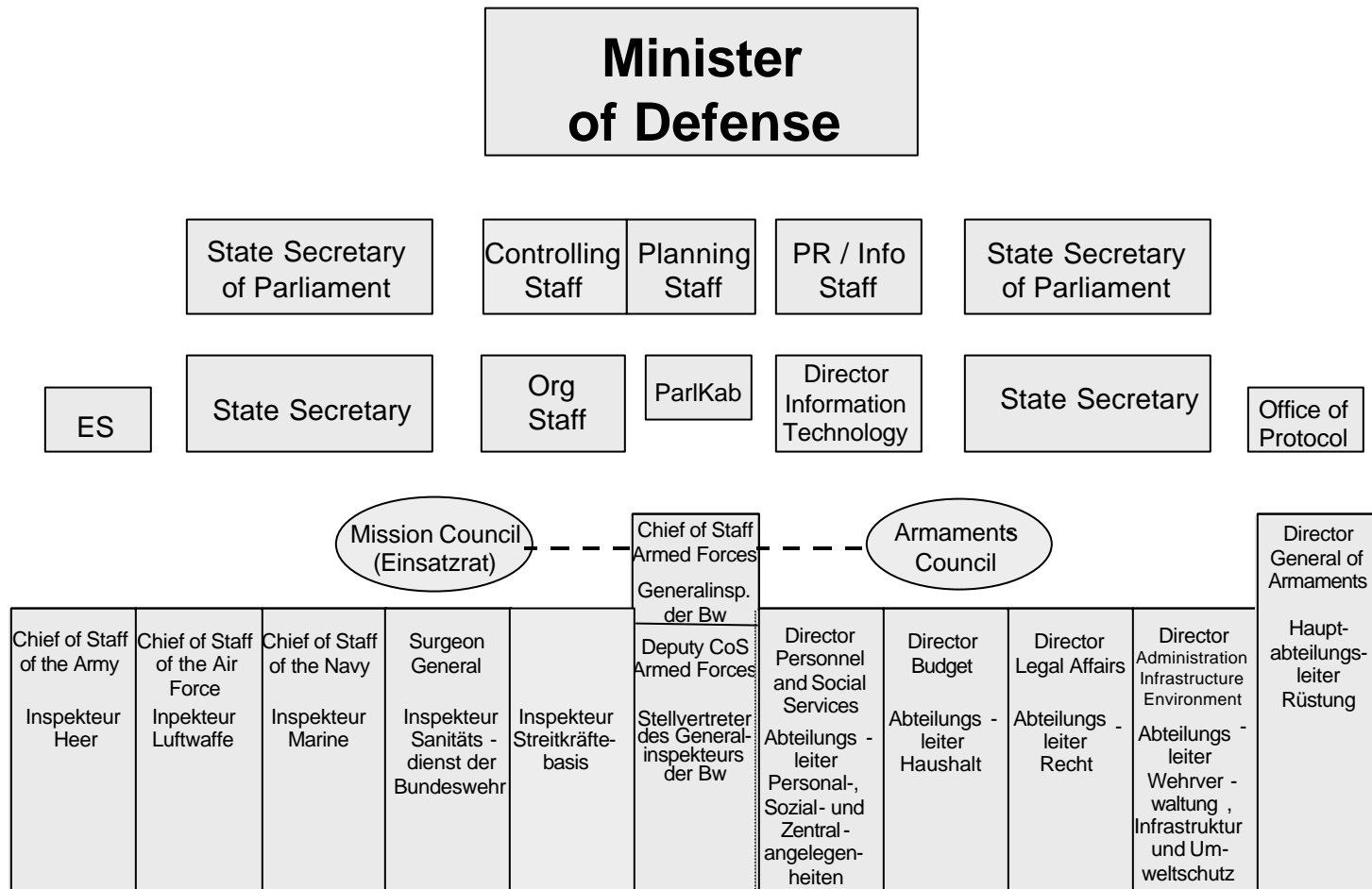


# German Acquisition Organization



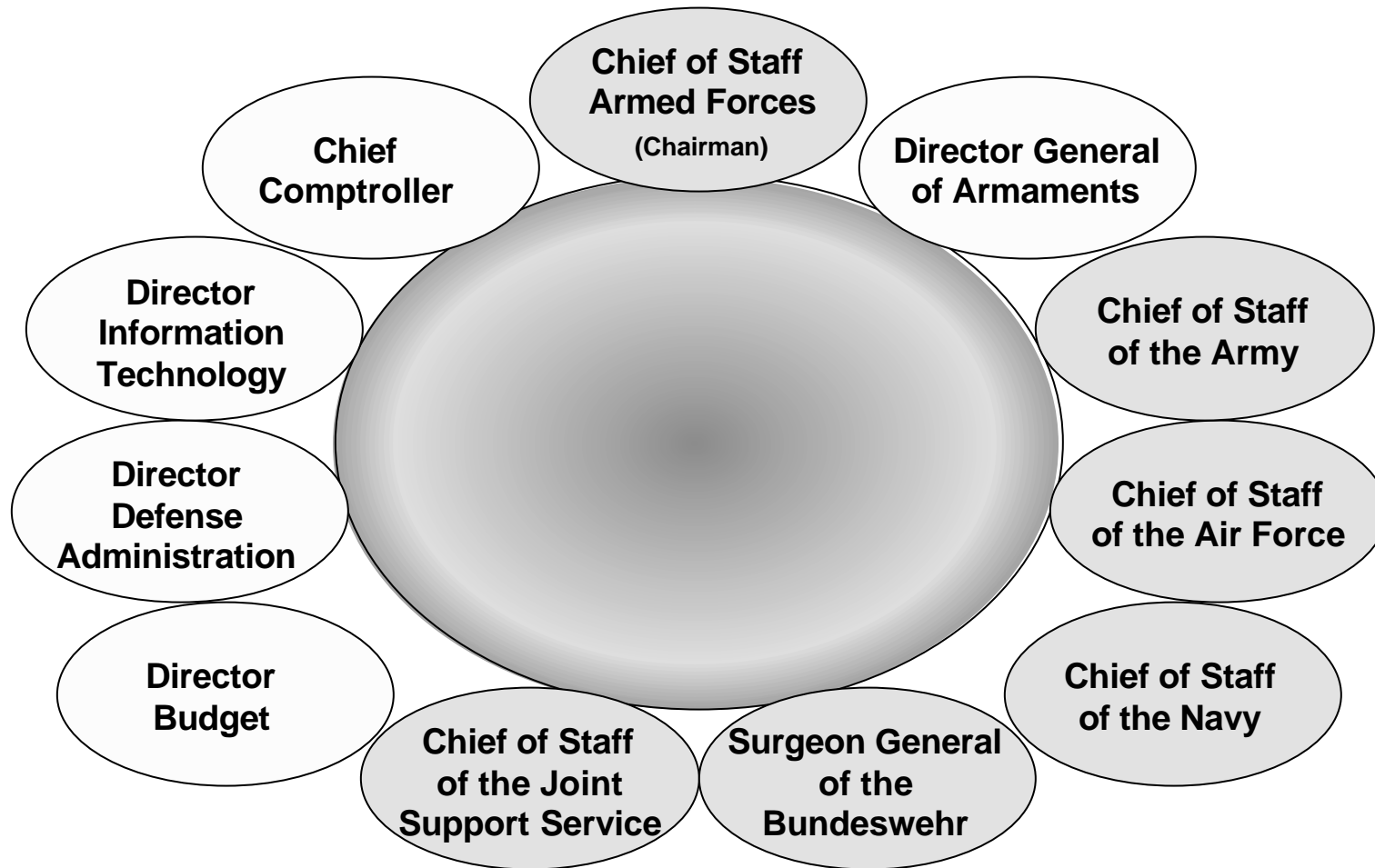


# Organization of the German Federal Ministry of Defense (BMVg)



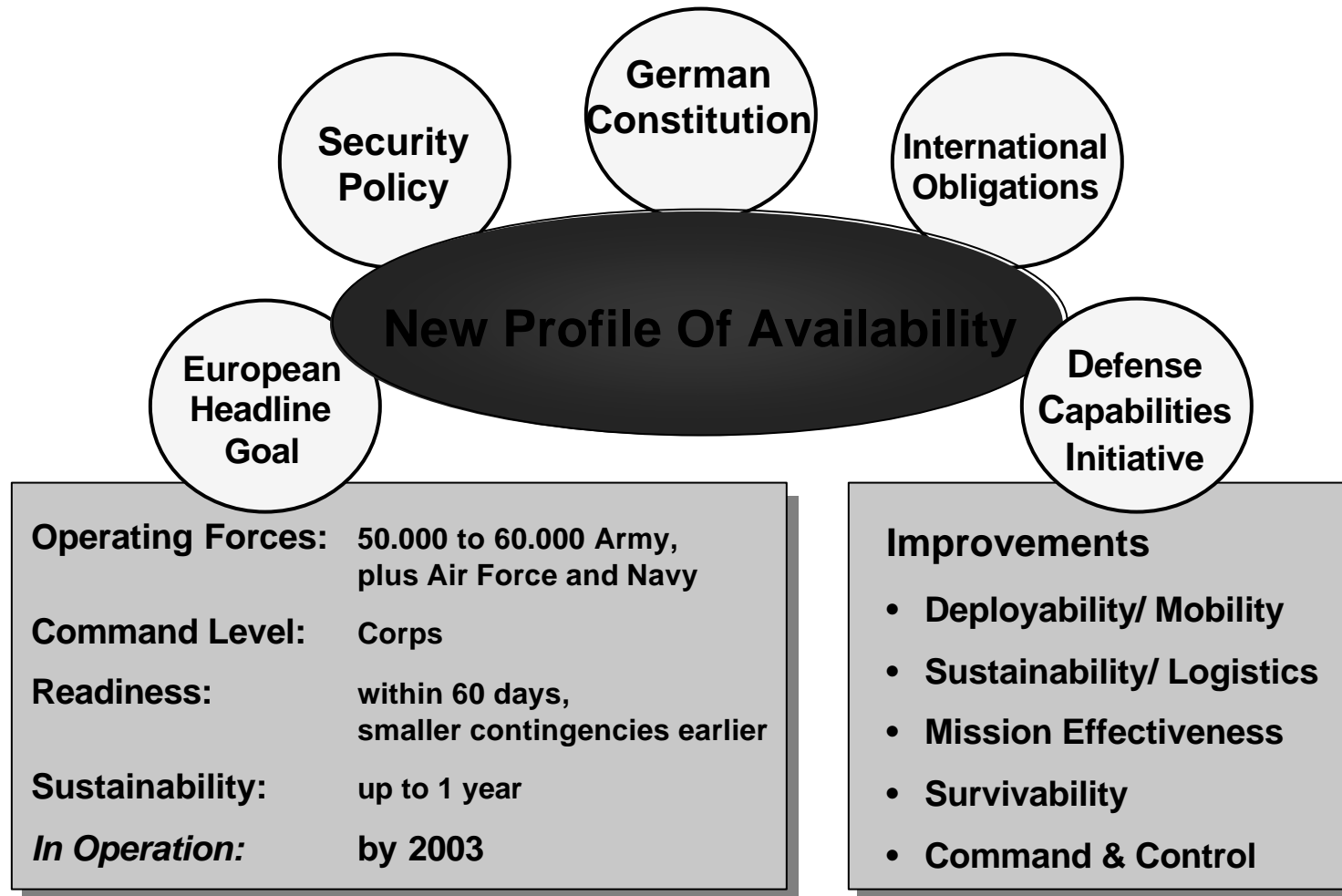


# Armament Council





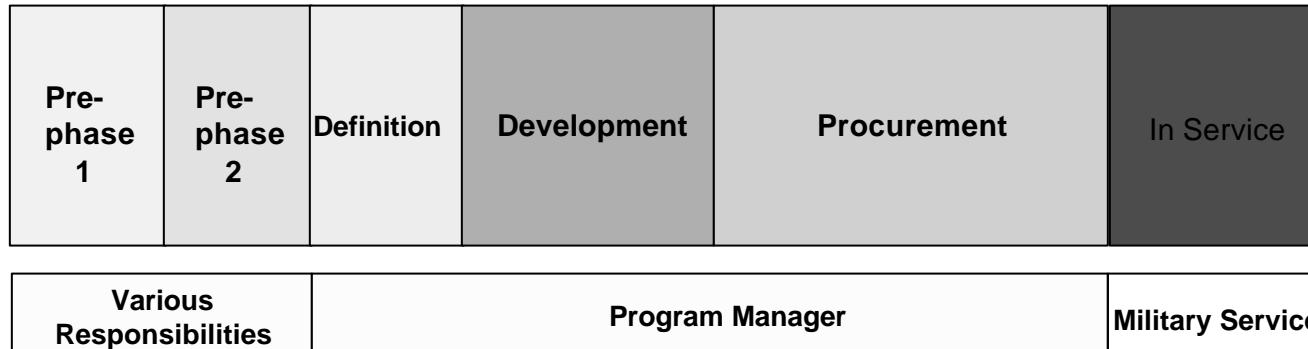
# New Capability Profile of the Armed Forces





# German Acquisition Process

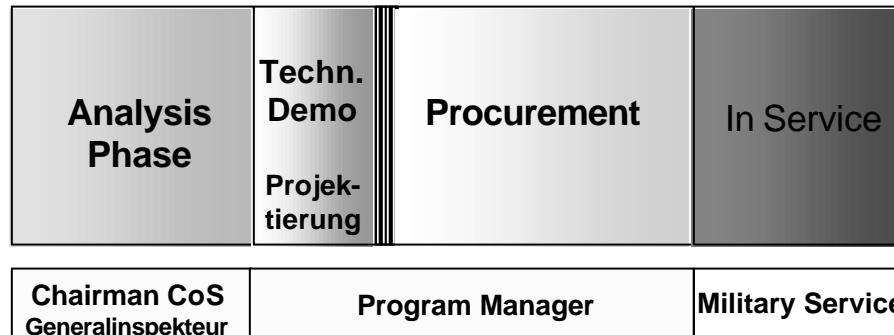
*present*  
**EBMAT**



**Risks Concerning Costs and State-of-the-Art Equipment**

*Customer Product Management 2001*

*future*  
**CPM 2001**

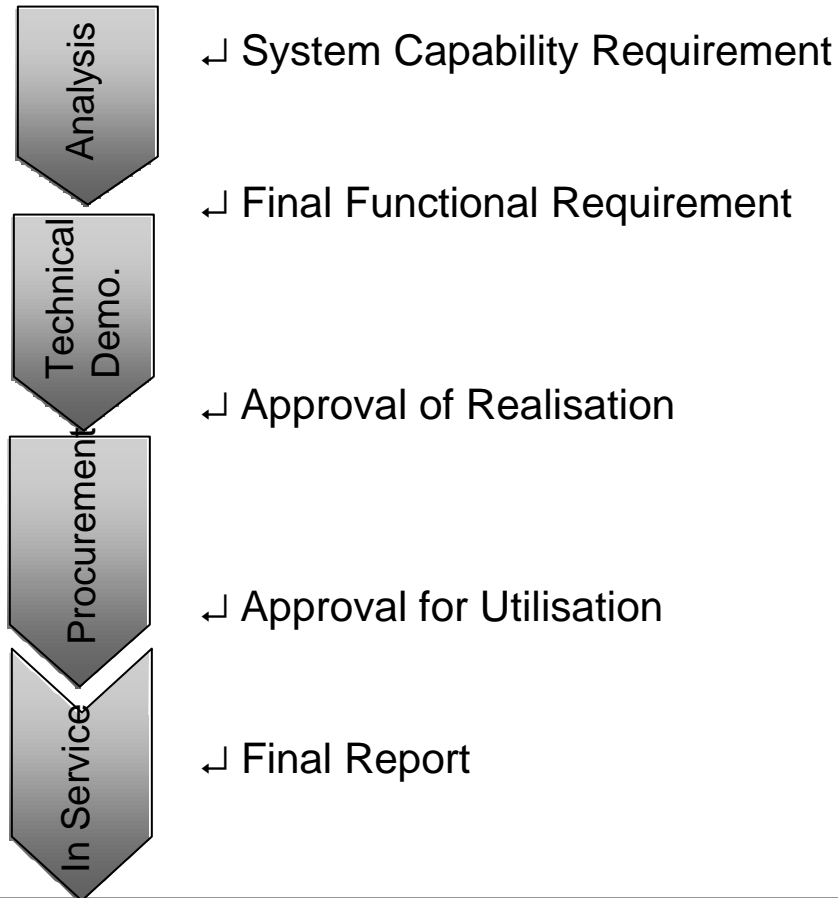




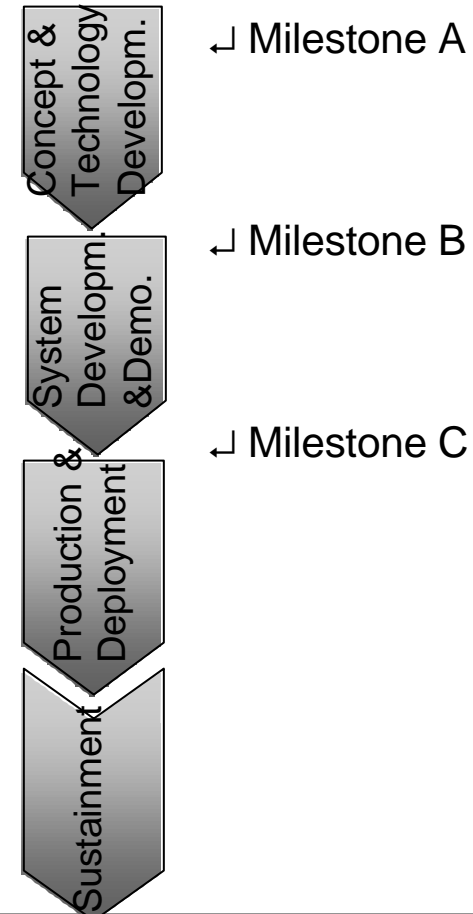


# Comparison of Acquisition Processes

## CPM 2001



## DoD 5000





# Analysis Phase

Phase

Actions/Milestones



Ongoing analysis of available capabilities



Defining lacks of capabilities



System Capability Requirement  
(Systemfähigkeitsforderung SFF)



Research efforts for solutions inkl. Market Survey resulting in decision of

Purchase of  
off-the-shelf  
products

Purchase  
of services

Upgrade/service  
of life extension  
of fielded  
equipment

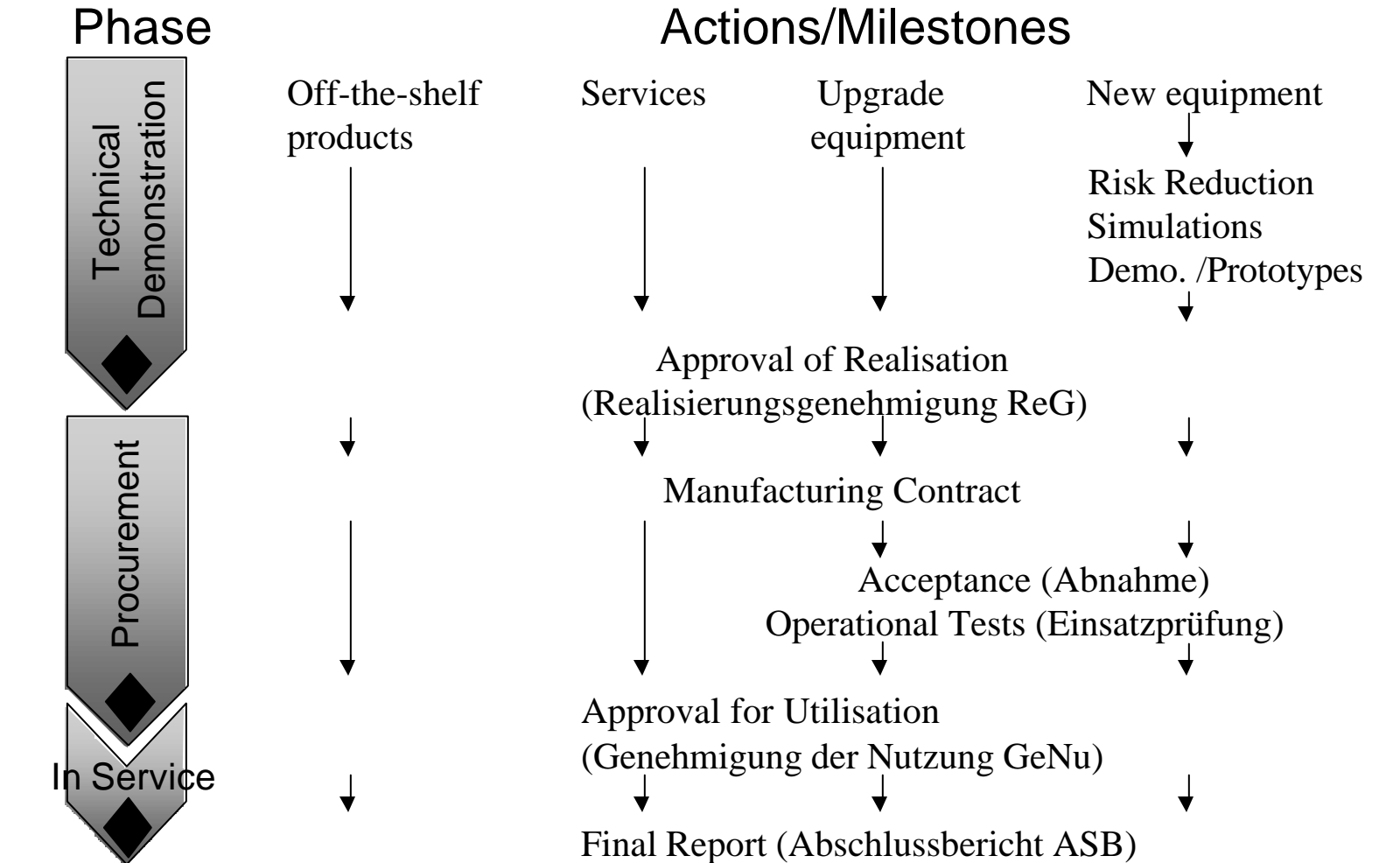
Development  
of new  
equipment



Final Functional Requirement  
(Abschließende Funktionale Forderung AF)



# Realization Phases





# Process to Cooperation

- Initial contact through international committees or other contacts on different levels
  - Planning of time schedule and funding requirements
  - Approval of budget
  - Bringing in of the official negotiating department
  - (• Approval by the Bundestag if funding required > 50 MDM)
  - Signing the agreement
  - Carrying out the agreement
-