INDUSTRIAL COOPERATION
WIN-WIN PARTNERSHIPS
At Saab, we believe that investing in your nation’s security should be an investment in your future too. It should also cultivate independence and generate economic and industrial growth. When we partner with our customer countries, we make this progress possible through cooperation and long-lasting relationships.

PROUD TO BE PART OF YOUR FUTURE

Over the years, Saab has built its success on developing mutually beneficial, long-term partnerships with local stakeholders in countries where we operate. We collaborate closely with businesses and industries to ensure our products and solutions are specifically adapted to local and international requirements. This is integral to our operations – and our proven track record for industrial cooperation in over 30 countries speaks for itself.

With Saab as your partner, you will join forces with a group of dedicated professionals, committed to pushing technological boundaries to ensure they meet your every need. Accompanied by a powerful network of global business partners and the full support of the Swedish government, Saab is here to support you every step of the way. We’re proud to be part of your future.

BENEFITS OF WORKING WITH SAAB

- Increased competence in the customer country’s industry
- Domestic life cycle capability for products and services
- Door-opener for products and services to the defence market
A PARTNERSHIP APPROACH
Saab provides industrial cooperation involving maintenance, repair and overhaul (MRO), production, training, operations and R&D in the form of business and technology transfer. This is performed through the direct participation of our customers’ own national industry in the production and development of the contracted system, or other products from the portfolios of Saab and its partners.

MEETING REQUIREMENTS
The requirements of every customer nation are unique and generally regulated in international and national policies or laws – but industrial cooperation is almost always aimed at generating value through business-driven initiatives.
For this reason, our approach supports the enhancement of a country’s defence technology industrial base, promotes microeconomic development and contributes to macroeconomic advancements.

CATALYST FOR GROWTH
Industrial cooperation growth ranges from workshare on specific industrial programmes to activities demanding a combination of skills development, technology transfer, investments and jobs. All are focused on expanding or launching export-oriented ventures in several industrial sectors.
Supported by our global supply chain and strong partner network, we meet specific customer requirements while supporting macroeconomic objectives. We believe responsible and sustainable development can only be achieved through the delivery of new economic benefits that will continue long after any industrial cooperation target fulfilment deadlines have been met.

EXCEEDING EXPECTATIONS
Because every customer is one of a kind, our business model and product offering are designed to provide the transparency, flexibility and adaptability required to meet anticipated customer needs and all international legal requirements.
We have seen the powerful outcome of close and direct partnerships, related to industry, trade and commerce, science and education and much more. Through customised industrial cooperation programmes, Saab has contributed to a wide range of successful projects in all of these areas.

COMMITTED TO TECHNOLOGY TRANSFER
Technology is essential to the defence industry’s competitiveness and way of working. Today, with our modular, open architecture technology, we are in a position to share our knowledge with you. Through cooperation and technology transfer agreements, we place it at the disposal of our customers and partners for use across many different business sectors.

LASTING GAINS
Because industrial cooperation and customised partnerships are part of our business offering, our solutions represent more than state-of-the-art capabilities – they provide a foundation for business and job creation, technology transfer and investments. This paves the way for economic development and national growth.

TRUST OUR INDUSTRIAL HERITAGE
Swedish industry has always relied on a combination of own resources and talents, and international influences and cooperation. This innovative spirit has made Saab one of the world’s leading high-technology companies.
In addition, Saab is representative of an industrial tradition characterised by strong commitments, honesty and an ambition to bring benefits to our customers, partners and ourselves – and this is exactly what we deliver through industrial cooperation. Because history teaches us that, while business is something that takes place between organisations, it is people and relationships that make it happen.
SAAB IS A **TECHNOLOGICAL LEADER** CARRYING OUT PRODUCT DEVELOPMENT IN CLOSE COOPERATION WITH SUPPLIERS AND CUSTOMERS ALL OVER THE WORLD. WE VALUE AN **EFFICIENT AND LONG-TERM RELATIONSHIP** WITH OUR PARTNERS AND ARE PROUD OF WHAT WE HAVE ACHIEVED TOGETHER OVER THE PAST **80 YEARS**.