



## The American Society of Naval Engineers

1452 Duke St. • Alexandria, VA 22314 • (703) 836-6727 Fax (703) 836-7491



## The Society of Naval Architects and Marine Engineers

601 Pavonia Ave. • Jersey City, NJ 07306 • (201) 798-4800 Fax (201) 798-4975

### **Letter to all ASNE and SNAME members from Presidents Sargent and Compton**

**Date: 27 June 2005**

**Subject: Information on our Strategic Alliance**

Dear Member,

This letter is to bring you up to date on an exciting joint effort that the Society of Naval Architects and Marine Engineers and the American Society of Naval Engineers have undertaken, namely the formation of a formal strategic alliance between the two organizations. Definition and formation of this alliance has been accomplished by a joint SNAME/ASNE committee over the past year as a way to better accomplish several mutual goals that will be summarized below. We are pleased to advise all of our members that the alliance has been approved by both society leadership councils and is now in operation.

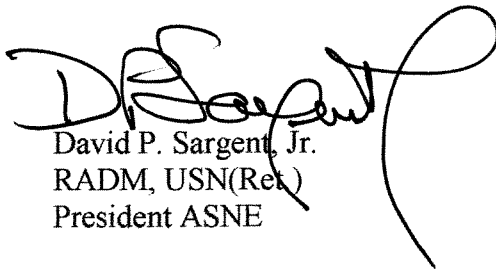
SNAME and ASNE are unique professional engineering societies but share a number of common objectives and challenges. There are a significant number of professionals who are members of both and the two societies have strong support from many common government and industry partners. As not-for-profit organizations both societies are facing similar challenges in accommodating the realities of increasing cost of operations, reduction in naval ship construction, and member needs for robust on-line and digital product support. Additionally, the leadership of both ASNE and SNAME are aware that some of our supporters perceive that the two societies are competitive rather than being complementary in some aspects. Therefore, about two years ago the elected leadership of both societies decided to investigate ways to better address these common realities, challenges and perceptions. The presidents at the time jointly proposed the formation of a formal strategic alliance between ASNE and SNAME as a way to more effectively meet these common objectives while carefully maintaining and furthering the unique identity and objectives of each society. By definition, a strategic alliance between two organizations should only be formed if it provides added value to the members of both societies. To evaluate whether a strategic alliance between ASNE and SNAME would provide added value to members of each society, in September 2004 the leadership councils of both societies appointed an interim joint committee chartered to do a detailed analysis of the proposal and to make recommendations. That joint committee completed their review in the Spring of 2005 and presented a formal report with recommendations to both leadership councils. This interim joint committee did a superb job in clearly defining the objectives, priorities, processes and areas of interest of both SNAME and ASNE and further identifying the aspects of the two societies that are complementary and those that are unique to each. The committee recommended the establishment of a permanent joint

Strategic Alliance committee to further define and pursue expansion of the alliance to other potential areas, including several identified by the interim joint committee. The committee also recommended the formation of a two-year Technical and Research Program Trial Alliance as the first specific project. Both ASNE and SNAME leadership councils have reviewed and concurred in these recommendations. A charter forming the permanent joint committee has been signed by the presidents of the two societies. Additionally, a memorandum of understanding establishing the joint T&R Panel has been signed.

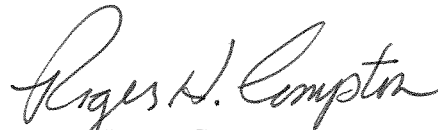
The objective of the two-year Technical and Research Program Trial Alliance is to evaluate the potential for expanding and strengthening the existing SNAME T&R Program through a cooperative arrangement with ASNE. We believe this will be an exciting and valuable joint effort.

Our approach is to start slowly in implementing alliance joint efforts and evaluate the results, but we are convinced that this strategic alliance between SNAME and ASNE will be a powerful way to bring value to members of both societies and the technical communities we serve. Additionally, the alliance provides opportunities for the two societies to investigate ways to lower some overhead costs such as printing and IT services through increased buying power and resource sharing.

We are sending you this letter because we want to ensure that all members are aware of this important and exciting effort between SNAME and ASNE. We solicit your ideas on projects or processes that you feel would make good joint efforts between the societies. Please communicate them to your members of the joint Strategic Alliance Committee.



David P. Sargent, Jr.  
RADM, USN(Ret.)  
President ASNE



Dr. Roger Compton  
President SNAME