

## CURRICULUM VITAE

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<b>Proposed position: COUNSELLOR</b>		
<b>1. Family name: TUNA</b>		
<b>2. First names: FATIH</b>		
<b>3. Date of birth: 29 MAY 1953</b>		
<b>4. Nationality: TURKEY</b>		
<b>5. Civil status: MARRIED, ONE SON</b>		
<b>6. Education: UNIVESITY OF ISTANBUL FACULTY OF SCIENCE, MS DEGREE IN PHYSICS</b>		
<b>Institute:</b>	<b>UNIVERSITY OF ISTANBUL FACULTY OF SCIENCE</b>	<b>UNIVERSITY OF ISTANBUL FACULTY OF SCIENCE</b>
<b>Date:</b>	<b>OCTOBER 1979</b>	<b>MARCH 1976</b>
<b>Degree or Diploma obtained:</b>	<b>MASTER OF SCIENCE IN PHYSICS</b>	<b>BACHELOR DEGREE IN PHYSICS</b>
<b>Institute:</b>	<b>KULELI MILITARY HIGH SCHOOL</b>	
<b>Date:</b>	<b>1971</b>	
<b>Degree or Diploma obtained:</b>	<b>DIPLOMA</b>	

**7. Language skills (Mark 1 to 5 for competence, where 5 is the highest):**

<b>Language</b>	<b>Reading</b>	<b>Speaking</b>	<b>Writing</b>
Turkish	Native		
English	5	5	5

**8. Membership of Professional Bodies:**

**9. Other Skills (e.g. computer literacy, etc.): OPERATIONAL RESEARCHER AND SYSTEM ANALYST, OFFICE PROGRAMS**

**10. Present Position: GENERAL MANAGER**

**11. Years within the Firm: FOUNDER OF THE FIRM (5 YEARS, SINCE 1999)**

## 12. Key Qualifications relevant to the programme (relevant to the area of expertise):

- **ORION TRADE CO. (1999- ) GENERAL MANAGER, FATIH TUNA ASSISTS DOMESTIC SME'S ON THE FOLLOWING ISSUES;**
  - **LEADING SME'S TO THE RIGHT FOREIGN PARTNER FOR TECHNOLOGICAL PARTNERSHIP, KNOW-HOW TRANSFER.**
  - **GENERATING R&D PROJECTS FOR SME'S THAT COULD BE SUPPORTED BY GOVERNMENTAL INSTITUTIONS SUCH AS TUBITAK, UNDER SECRETARIAT OF DEFENSE, ETC.**
  - **INCREASING EXPORTS AND TECHNOLOGY TRANSFER THROUGH MILITARY OFFSET OBLIGATIONS.**
  - **INCREASING EXPORTS VIA NAMSA (NATO MAINTENANCE AND SUPPLY AGENCY)**
- **NATO EXPERIENCE (1988-99) AS A REPRESENTATIVE OF TLFC, COL. (RET.) FATIH TUNA PARTICIPATED IN THE FOLLOWING NATO BASED PROJECTS AND WORKGROUPS AS AN ACTIVE MEMBER AND COORDINATOR.**
  - **NAAG (NATO ARMY ARMAMENTS GROUP) LG – 3 INFANTRY**
  - **NAAG LG – 6 TARGET ACQUISITION AND BATTLEFIELD SURVEILLANCE**
  - **NAAG LG – 7 NBC WARFARE**
  - **NAAG LG – 10 BATTLEFIELD HELICOPTERS**
  - **NAAG LG – 3, WG – 3 SOLDIER MODERNIZATION PROGRAM**
  - **DEFENSE RESEARCH GROUP STUDIES**
  - **ELT SG – L (EUROLONGTERM SUB GROUP – LAND) PROJECT GROUP**
  - **WESTERN EUROPEAN ARMAMENT GROUP**
  - **WEAPON SYSTEMS AND EQUIPMENTS STEERING COMMITTEE**

**WITHIN THE FRAMEWORK OF THESE WORKGROUPS, COL. (RET.) FATIH TUNA CARRIED OUT CRITICAL TASKS SUCH AS MISSION ANALYSIS, DEFINING REQUIRED TECHNICAL AND TACTICAL CRITERIA, AND TECHNOLOGIES, OUTLINING NATO STAFF TARGET, PREFEASIBILITY STUDIES AND FEASIBILITY STUDIES (THIS TASK REQUIRES BUILDING UP A STRONG COORDINATION BETWEEN INDUSTRIAL GROUPS, GOVERNMENTAL BODIES AND NATO INDUSTRY ADVISORY GROUP.), ORGANIZING INTERNATIONAL CONSORTIUM.**

### 13. International Experience

#### A. 1999 - 2004

COL.(RET.) FATIH TUNA PROVIDES HIS VAST INTERNATIONAL EXPERITISE FOR THE USE OF DOMESTIC SME'S IN ORDER TO BOOST THEIR EXPORTS VIA CHANNELS SUCH AS NAMSA AND OFF-SET OBLIGATIONS.

#### B. 1982 – 1999

BESIDES ABOVE MENTIONED NATO WORKGROUPS, ON BEHALF OF THE TLFC, AS A PROJECT OFFICER/MANAGER COL. (RET.) FATIH TUNA PARTICIPATED IN LONG-TERM PLANNING AND PROGRAMMING, POLICY DEFINING FOR NATO MEMBER COUNTRIES AND P1P COUNTRIES. FOLLOWING COURSES SHOULD ALSO BE CONSIDERED AS A CRITICAL PART OF HIS INTERNATIONAL EXPERIENCE.

#### COURSES

- 1995 WEAPON SYSTEMS MANAGEMENT COURSE  
IABG OTTOBRUNN, GERMANY
- 1988 MATHEMATICAL MODELS FOR DECISION MAKING  
NATO – ASI VAL DESIRE, FRANCE
- 1986 TECHNICAL INST. COURSE, HONOR GRADUATE  
LOWRY AFB CO, USA
- 1985 AMERICAN LANGUAGE COURSE, DISTINGUISHED MEDAL  
LACKLAND AFB TX, USA
- 1982 SCIENTIFIC COLLABORATION ON THE TOPIC OF COMPOSITE MATERIAL  
UCL, BELGIUM

### 14. Professional Experience Record

<b>Date</b>	1999 - TODAY
<b>Location</b>	ANKARA
<b>Company</b>	ORION TRADE CO.
<b>Position</b>	GENERAL MANAGER
<b>Description:</b>	ORION TRADE CO. CUSTOMERS ARE MOSTLY DOMESTIC SME'S THAT ARE WILLING TO EXPAND INTO INTERNATIONAL MARKETS OR OTHERWISE IMPROVE THEIR TECHNOLOGY LEVEL. IN THIS ASPECT, COL.(RET.) FATIH TUNA HELPS SME'S USE NAMSA AND OFF-SET OBLIGATIONS AS A MEANS TO INCREASE THEIR EXPORT AND IF NECESSARY FIND THE RIGHT FOREIGN PARTNER IN ORDER TO ACQUIRE REQUIRED TECHNOLOGY LEVEL.

<b>Date</b>	1982 - 1999
<b>Location</b>	ANKARA
<b>Organization</b>	<b>TURKISH LAND FORCES COMMAND PLAN AND POLICY DEPARTMENT</b>
<b>Position</b>	<b>OPERATIONAL RESEARCHER AND PROJECT COORDINATOR</b>
<b>Description:</b>	<p>TURKISH LAND FORCES COMMAND (1982-99) AS AN OPERATIONAL RESEARCHER AND PROJECT COORDINATOR/OFFICER COL. (RET.) FATIH TUNA CARRIED OUT BELOW LISTED PROJECTS OF TLFC FROM THE CONCEPT STAGE UNTIL THE END OF PROCUREMENT STAGE. AS AN OPERATIONAL RESEARCHER AND SYSTEM ANALYST; HE WAS RESPONSIBLE FOR THE ANALYSIS OF POLITICAL AND TECHNOLOGICAL TRENDS AND CONSEQUENCES, LONG-TERM POTENTIAL RISKS AND BENEFITS OF THE PROJECT, AND ANALYSIS OF THE PROJECT IN THE CONTEXT OF THE FUTURE BATTLEFIELDS.</p> <ul style="list-style-type: none"> <li>➤ INFANTRY FIGHTING VEHICLE</li> <li>➤ ELECTRO-OPTIC SYSTEMS (NVG, THERMAL)</li> <li>➤ UTILITY HELICOPTERS</li> <li>➤ ATTACK HELICOPTERS</li> <li>➤ ANTI-TANK WEAPONS</li> <li>➤ MORTARS</li> <li>➤ 5.56 MM. INFANTRY WEAPON</li> </ul> <p>COL.(RET.) FATIH TUNA RECEIVED 19 "LETTER OF APPRECIATION" FROM TLFC AND 4 OF THESE MEDALS WERE AWARDED BY THE COMMANDER OF TURKISH LAND FORCES.</p>