



**Technology Innovations in Surveillance;
working with governments and SMEs**

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- Introduction to SELEX Galileo and Finmeccanica (UK) Battlespace Solutions
- Challenges we face as a large company
- Product Development
- Why Collaborate
- Overcoming the Challenges
- Examples of Collaboration

“Delivering to our Customers total awareness, total protection. Help them see, keep them safe.”

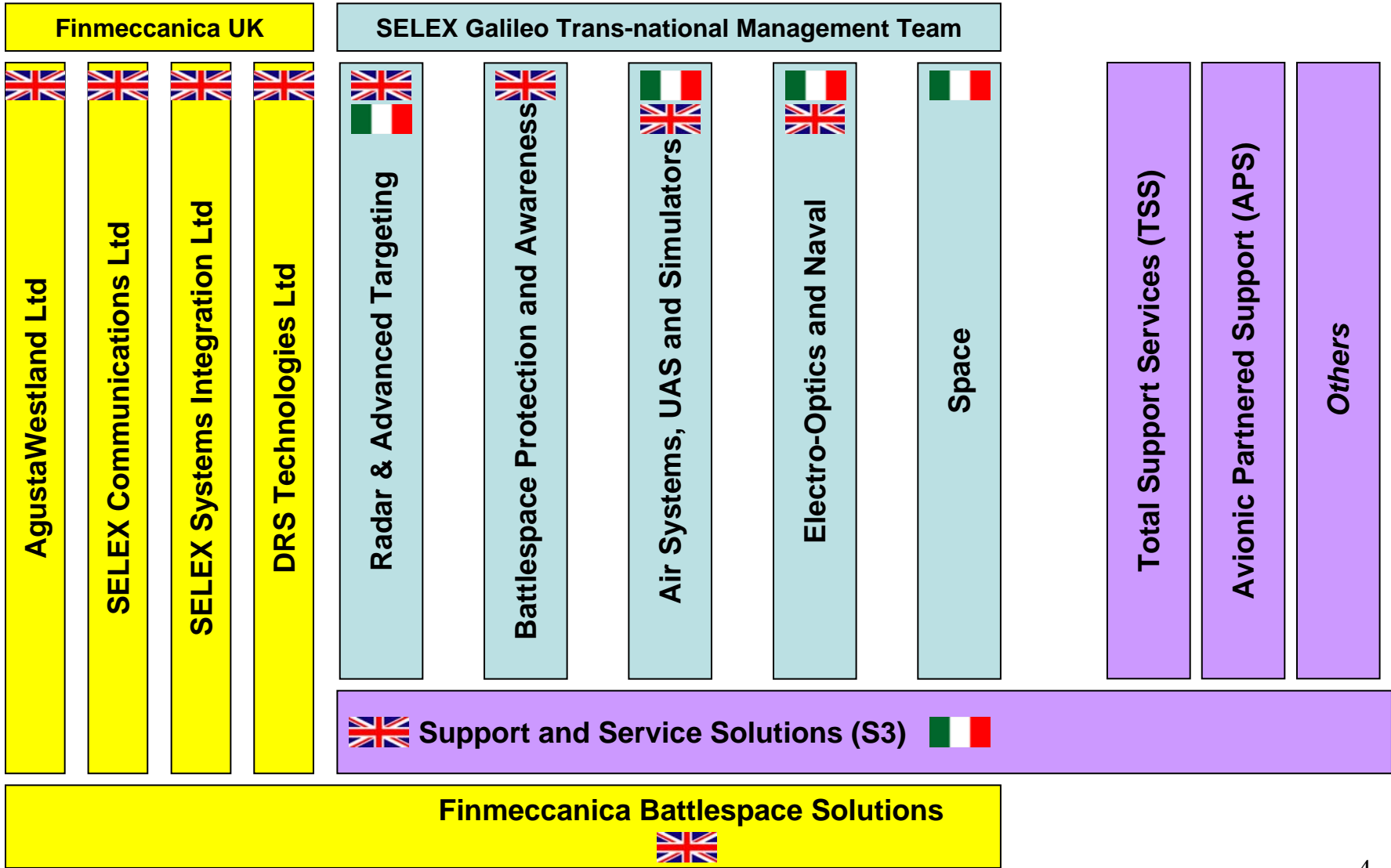
Global footprint

- Over 70 international customers served
- Companies in UK, Italy, US, Saudi Arabia
- 7000 employees
- 1.7 billion Euros revenues
- 15% R&D

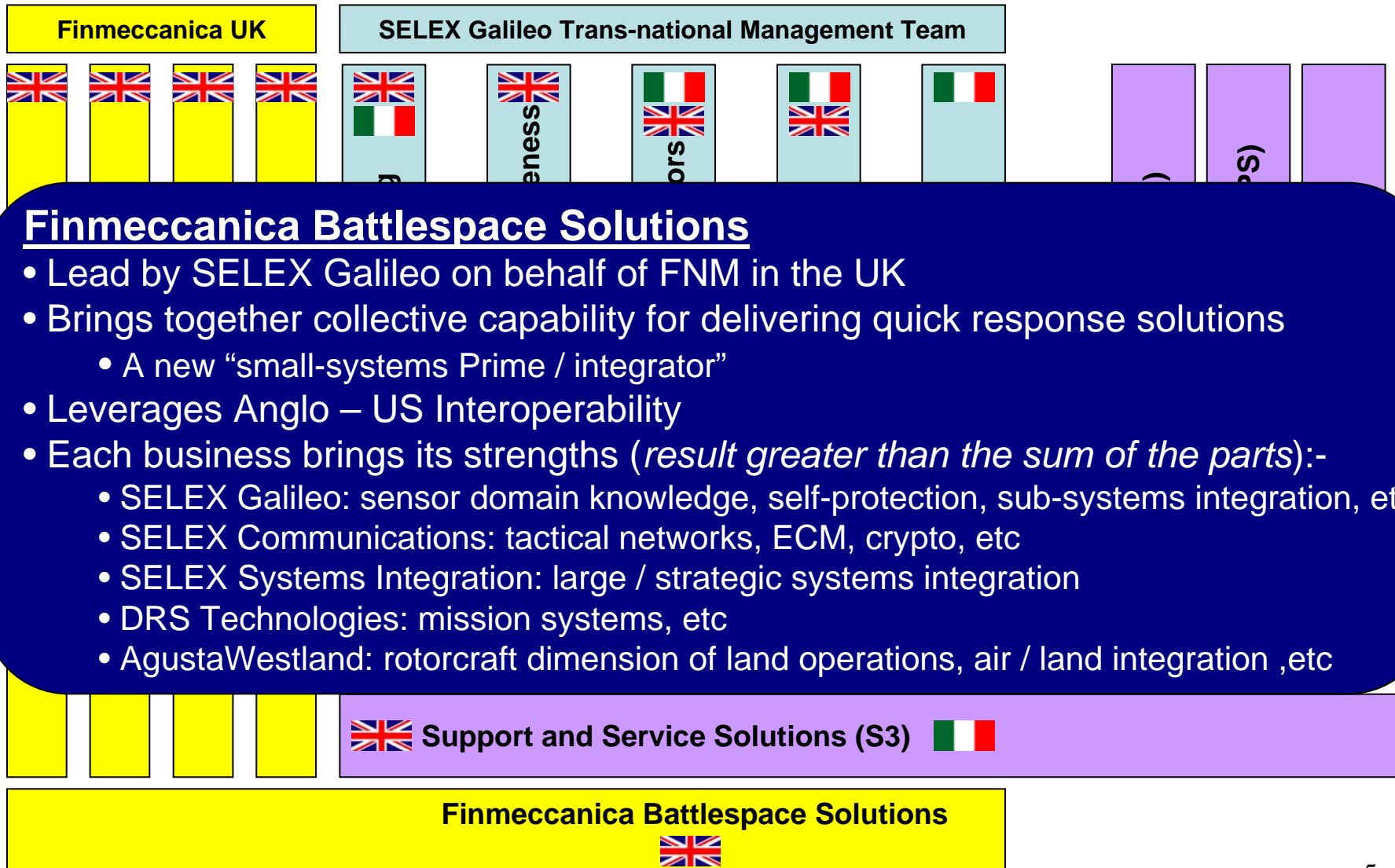


Domains:

SELEX Galileo : Total Responsibilities



SELEX Galileo : Total Responsibilities



Finmeccanica Battlespace Solutions

- Lead by SELEX Galileo on behalf of FNM in the UK
- Brings together collective capability for delivering quick response solutions
 - A new “small-systems Prime / integrator”
- Leverages Anglo – US Interoperability
- Each business brings its strengths (*result greater than the sum of the parts*):-
 - SELEX Galileo: sensor domain knowledge, self-protection, sub-systems integration, etc
 - SELEX Communications: tactical networks, ECM, crypto, etc
 - SELEX Systems Integration: large / strategic systems integration
 - DRS Technologies: mission systems, etc
 - AgustaWestland: rotorcraft dimension of land operations, air / land integration ,etc

SELEX Galileo - Integrated solutions for battlespace superiority and awareness



Air Superiority, rotary and fixed wing operations



*Multirole radar
Mission critical systems and avionics
Protection and countermeasures
Advanced tracking, targeting and identification
EO turrets*

Tactical ISTAR



*UAS
Multirole sensors
Mission Systems
Common ground control station
Data fusion and sharing
Battlefield observation, tracking and targeting
Dismounted soldier awareness and targeting
Unattended sensors and networks*

SELEX Galileo - Integrated solutions for total surveillance



Fixed and rotary wing surveillance operations



Surveillance mission systems
Detection, tracking, identification
and targeting sensors
Persistent surveillance, active and
passive tracking and monitoring
Integrated sub-systems

Persistent and unmanned surveillance operations



Mini-micro and tactical UAS
Multirole sensors
Mission Systems
Common ground control station
Integrated land surveillance units
Data fusion and sharing
Unattended sensors and networks

Challenges we face

Technology Supplier

- True value of IP
- Levels of further investment required
- Long term viability
- Agility
- Connecting with appropriate people within large companies
- Cash flow critical
- Engagement with large community of technology suppliers
- Unknown unknowns

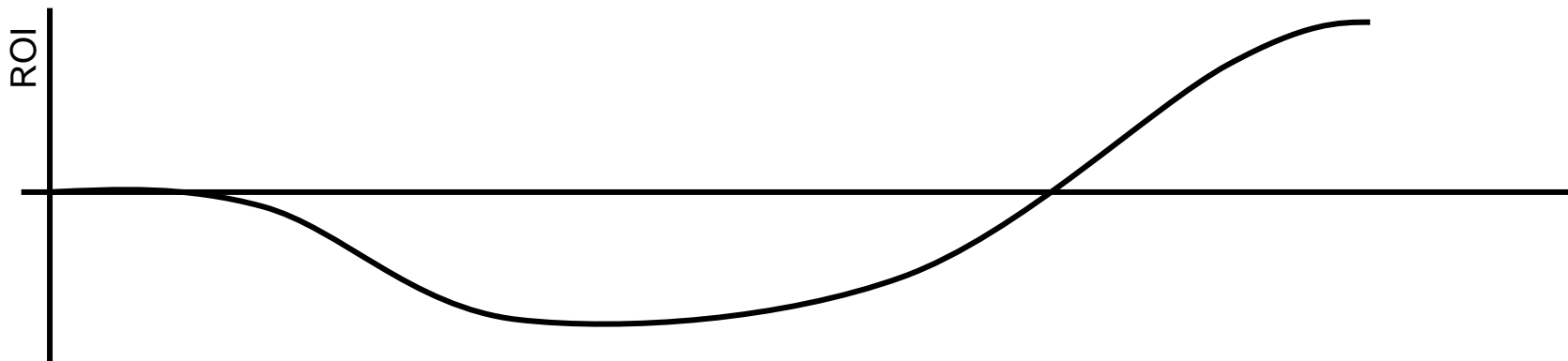
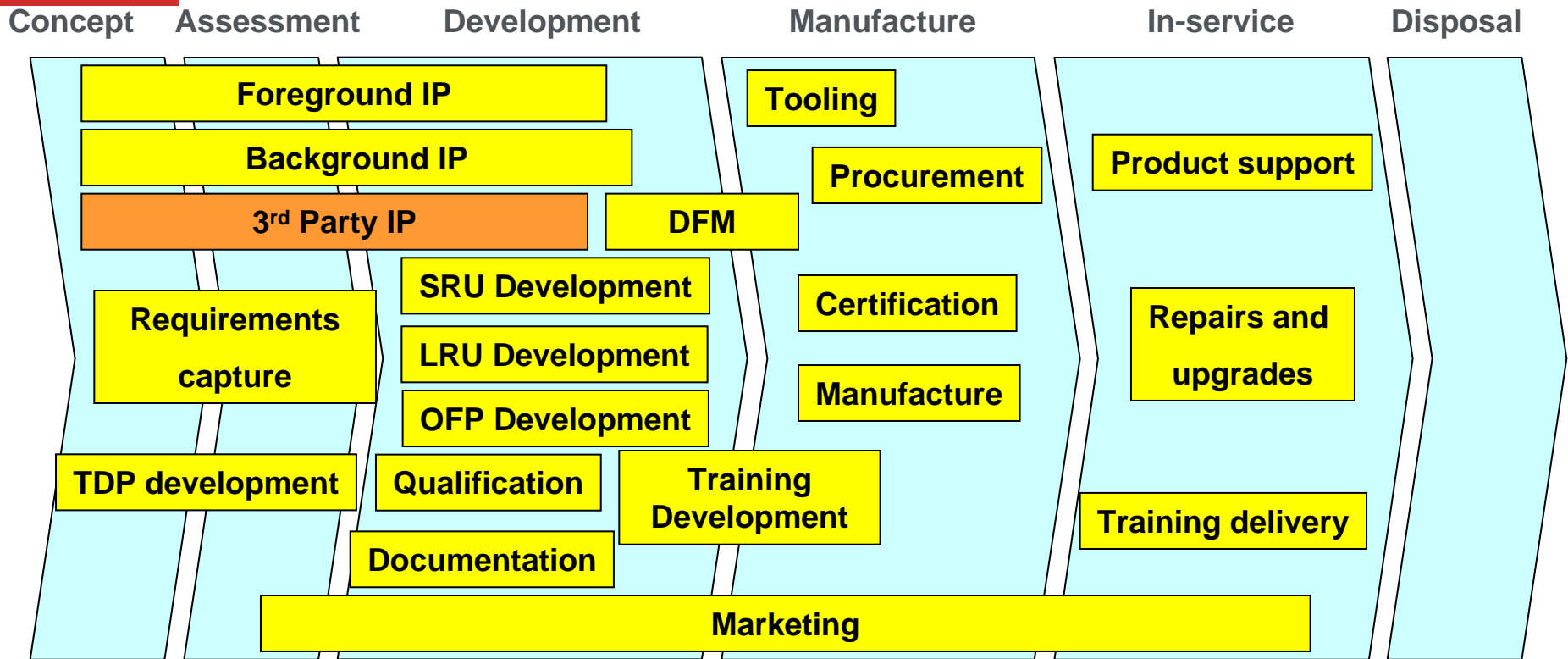
Internal

- Product Planning
 - Technology Route maps
 - Market needs
 - Development of discriminators
- Own budget constraints
- Not Invented here
- Flexibility of procurement
- Organisational complexity
- Inertia
- Internal communications
- Meat in the Risk sandwich

Customer

- Budget Constraints
 - Output from the SDR
- Procurement Process
 - “SMART” Procurement
 - Connection with the end user
 - Value for Money
- Organisational complexity
- Inertia
- Internal Communications
- Attitude to risk
- Coherency and consistency

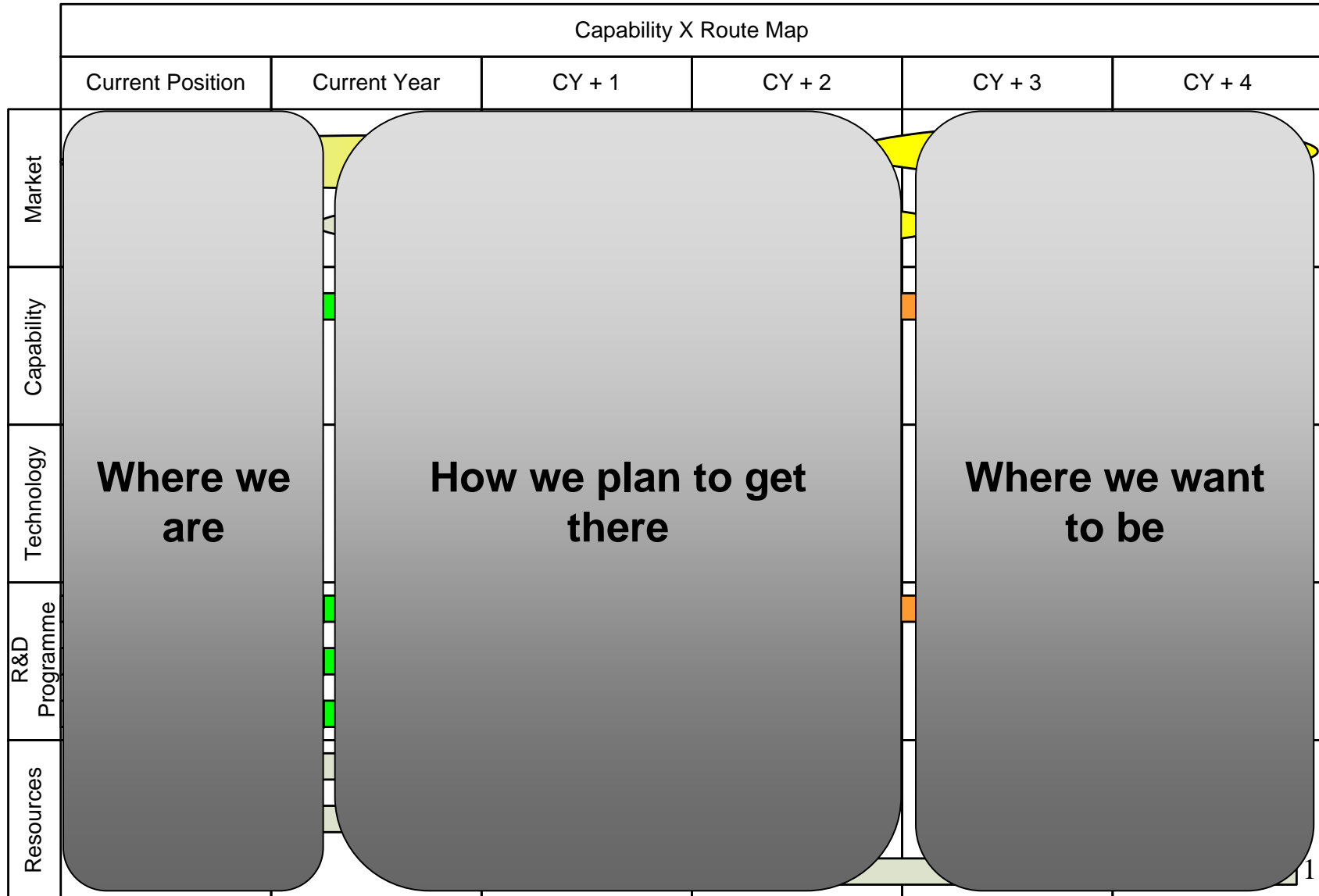
Product Development



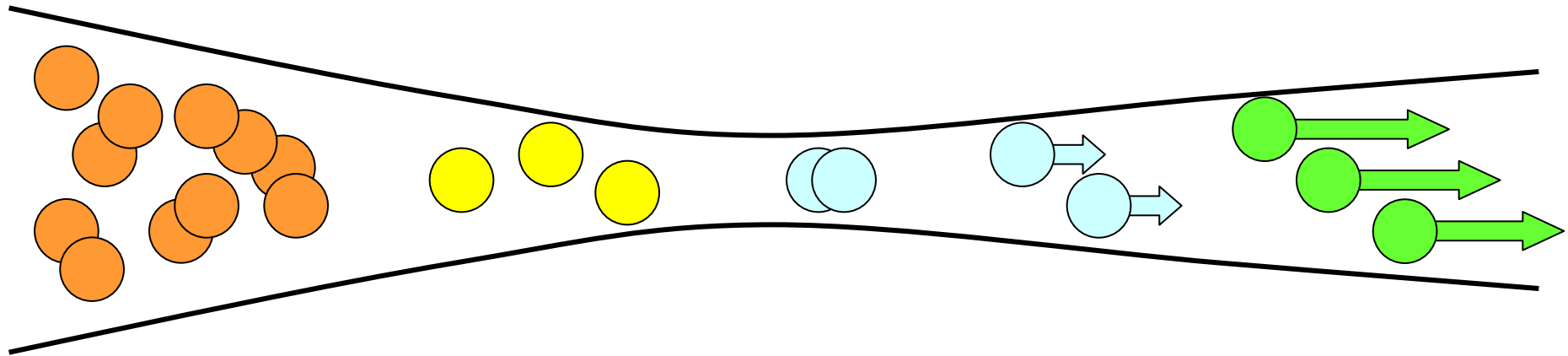
Why we would wish to engage

- Concept and Assessment Phase
 - SMEs linkage with niche but critical elements of the customer R&D Community
 - Agility
 - Generally low cost base
 - Preferential funding in R&D programmes
- Development
 - Provision of potential discriminating capabilities
 - Agility
 - Complement to in house capabilities
 - Carry forward from Concept and Assessment phases
 - Leverage expertise within SME
- Manufacture
 - Manufacture of components for LRIP phases (agility in manufacture)

Technology Route Map



Overcoming the Challenges



Connecting

- Use of intermediaries
- Demonstrations
- Understanding of each others motivation
- Think of the end user
- Think of the budget holder
- Communication

Forming

- Realism
- Start slowly but begin with the end state in mind
- Communication of key issues
- Understanding of each others issues
- Communication

Building

- Close attention to management of relationships
- Use of more strategic relationships
- Building a shared view of the future
- Think of the longer term
- Communication

Maintaining

- Don't underestimate the effort of continual management
- Think of the longer term
- Common shared objectives
- Communication

- Waterfall Solution strategic alliance
 - Multiyear alliance
 - Image and Information processing
 - Strong alignment with market and product
- Rationale
 - Recognised each others strengths
 - Exploitation
 - Expertise
 - Addressing a user need
 - Complementary
- Lessons from alliance
 - Ongoing Communications are vital
 - Management of relationship on going and requires effort

- Understanding of each others aspirations
 - Ensure alignment
 - Be realistic as to the value
- Build a relationship
 - Getting to understand each others strengths and weaknesses
 - Build trust
 - Share a mutual understanding of what the future may look like
 - Appropriate commercial vehicle
- Think long term as well as deliver on the here and now
 - Leverage true innovative capacity of both parties