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BRITAIN & NORTHERN IRELAND

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British and Portuguese Defence Industries Partnering Workshop

British Embassy Lisbon, 26 October 2017

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Foreword by HM Ambassador

I am delighted to welcome you to this workshop, which aims to deepen further the already close collaboration between the defence industries of Portugal and the United Kingdom.

Countless references have been made, including by me, to the oldest alliance in the world, which exists between our two nations. This initiative is yet another sign that the old alliance is also a modern alliance; that, because of our shared interest and values we continue working together, united, for a safer world.

Of course, this is a pivotal moment of change for the United Kingdom. In two years' time we will leave the European Union. But we are not leaving Europe, and Britain remains a committed partner as far as European Defence is concerned. We will remain a proud and active member of NATO, the cornerstone of defence in our continent, and we want quickly to agree a new and ambitious future relationship between the UK and the EU in the areas of foreign policy, defence and security. In this way we can ensure that the UK, Portugal and Europe are best able to project their values and defend themselves from threats.



Besides being the oldest defence allies, Portugal and the United Kingdom have remained close trade partners for centuries. We all share an interest in continuing to build a successful bilateral defence partnership. I am sure that you will enjoy the presentations of UK companies we are bringing to Lisbon, and that many interesting ideas for future collaboration will arise from contacts and conversations at this event.

My best wishes to all Portuguese and British businesses participating!



Kirsty Hayes
HM Ambassador
British Embassy Lisbon

Event Programme

Thursday 26th October 2017
British Embassy Lisbon

- 14:00** **Registration**
- 14:30** **Welcome and introduction**
Kirsty Hayes, British Ambassador to Portugal
Ana Teresa Lehmann, Portuguese Secretary of State for Industry
idD, Portuguese Ministry of Defence
- 14:50** **Perspective from EY**
- 15:00** **Introduction by UK companies**
Peer Hashmi, 360 DMG
Jon O’Keeffe, Cubic Mission Solutions
Ron Lanning, Eaton
Vasco da Cruz Amador, Global Intelligence Insight
Bruce N. de Bies, Kelvin Hughes
Garry Perks, Leonardo
Shaun Vickers, MASS (Cohort plc)
Emma Knight, Molecular Products
Mehdi Bouzoubaa, Origone
Marcus Goad, Oxley Group
Nicola Irving, Pearson Engineering
Pedro Wolgemuth, Scott Safety
- 15:30** **Bilateral meetings between British companies and local contacts**
- 18:30** **Finish**

Company Profiles



360° Materials Group

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Globally positioned and recognised service provider in the metals and strategic alloys reclamation specialists. 360-DMG Metals stands at the forefront of the industry in the implementation of robust and innovative environmentally conscious recycling programs within the major defence, aerospace and commercial air vehicle and propulsion communities.

US Headquartered in Azusa, California USA and European Headquarters in West Midlands UK, 360-DMG provides recycling services for all strategic alloys and nonferrous metals in state-of-the-art processing service centers located in the UK, the Far East and in Europe. Their teams of global experts utilise their vast knowledge to undertake such high visibility projects as complete jet engine tear down and disassembly to remove, sort and accurately identify “critical-metal-rich” components which can then be used as “feed-stock” for new metals generation to support ongoing engine production.

Their company prepares high value engine alloys for re-processing which ensures these high value parts can be tracked through the supply chain of smelters, refiners and eventually back to the OEM's to be used once again in the aerospace companies sector. 360-DMG ensures that their clients benefit from re-processing its high value engine alloys and helps their clients to become more environment friendly by preserving our nature resources for the future generations.

Company Profiles



Cubic Mission Solutions

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Cubic Mission Solutions delivers secure, scalable C4ISR solutions that enable mission readiness from the enterprise to the tactical edge. These integrated system solutions provide precise capture, assessment and exploitation within a network-centric environment. Clients can acquire Cubic's comprehensive suite of C4ISR solutions, or a single specialized component to complete or expand existing capabilities. All of their C4ISR solutions are interoperable with other equipment and battlefield networks providing enhanced flexibility with coalition partners.

Providing end-to-end C4ISR solutions or single specialized components to complete or expand existing capabilities:

- ✓ Improving intelligence at the edge with access to real-time full motion video via cloud-based software that simplifies analyst workflow, enables collaboration and creates mission opportunity by pairing real-time video with geospatial and viewer-added context.
- ✓ Ensuring consistent connectivity across assets and teams with deployable, man-portable and tactical networking communications technologies that offer extreme modularity, redundancy, reliability and integrated power capabilities.
- ✓ Providing push-to-talk radio, telephone, video and data over a broad range of technologies, including cellular, Wi-Fi and satellite networks.
- ✓ Setting a new standard for portability in SATCOM terminals with tough but lightweight antennas that provide 80% reduction in logistical size and weight compared to traditional solutions.

Company Profiles

**Eaton****Rod Lanning**

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Eaton is a power management company with 2016 sales of \$19.7 billion. They provide energy-efficient solutions to manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably.

Eaton is dedicated to improving the quality of life and the environment through the use of power management technologies and services. Eaton has approximately 95,000 employees and sells products to customers in more than 175 countries.

The Aerospace segment is a leading global supplier of aerospace fuel, hydraulics, and pneumatic systems for commercial and military use. Products include hydraulic power generation systems for aerospace applications including pumps, motors, hydraulic power units, hose and fittings, electro-hydraulic pumps and power and load management systems; controls and sensing products including valves, cylinders, electronic controls, electromechanical actuators, sensors, displays and panels, aircraft flap and slat systems and nose wheel steering systems; fluid conveyance products, including hose, thermoplastic tubing, fittings, adapters, couplings, sealing and ducting; and fuel systems including fuel pumps, sensors, valves, adapters and regulators.

The principal markets for the Aerospace segment are manufacturers of commercial and military aircraft and related after-market customers.

Company Profiles



Global Intelligence Insight

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Global Intelligence Insight is a leading developer and provider of special technical intelligence services, surveillance capabilities, offensive and defensive cyber capabilities, intelligence analysis, and rigorous operational training and subject matter expertise support to corporate security, military, federal, state, and local governments, and other government agencies.

Their team specialises in intel collection, threat analysis and digital weapons. Their cyber operations consists of collecting actionable threat intelligence, advanced analytics and cyber warfare.

Company Profiles



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Kelvin Hughes leads the way in detection for security and surveillance applications.

The Company's core technology SharpEye™ is an advanced solid state coherent radar sensor capable of detecting the smallest of targets at the lowest velocities in clutter and typically earlier than other target tracking and intruder detection systems. This is achieved through clever transceiver design, a patented pulse sequence and pulse compression techniques.

Utilizing our SharpEye™ solid state X-band radar, paired with the latest in single mast solutions and multi-role camera mounts, we provide versatile and flexible detection and identification systems. SharpEye™ can be easily integrated with other sensors, including electro-optical packages, and command & control systems. Kelvin Hughes is able to offer a flexible range of system configurations enabling the design of a tailored and cost-effective solution for the user.

Solutions for situational awareness challenges in base protection, border control, airports and harbours, critical national infrastructure and drone detection.

The advantage of a highly capable radar sensor for security and surveillance is that it provides early warning and time to develop a response to a threat whilst reducing some of the need for solid barriers and wire fences and other formal security controls.

Company Profiles

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Leonardo, one of the major global players in the Aerospace, Defence and Security industry, is an integrated industrial entity operating in high technology sectors.

Operating alongside Governments and Institutions, citizens and communities, Armed Forces and Intelligence Agencies, Leonardo designs and creates a wide range of products, systems, services and integrated solutions to respond to the needs of defence, protection and security in every possible scenario: air and land, naval and marine, space and cyberspace.

Since 1 January 2016, Leonardo has become "One Company" carried out through merger of operations of OTO Melara and WASS into Leonardo-Finmeccanica and the absorption of the activities carried out by AgustaWestland, Alenia Aermacchi and Selex ES. Leonardo is today organised into seven divisions: Helicopters, Aircraft, Aerostructures, Airborne & Space Systems, Land & Naval Defence Electronics, Defence Systems, Security & Information Systems.

Leonardo also maintains Parent Company and Corporate Centre functions for the subsidiaries and joint ventures Leonardo DRS, Telespazio, Thales Alenia Space and MBDA.

Among subsidiary companies there is also AgustaWestland Portugal S.A., with its office based in Lisbon.

Company Profiles



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MASS is a technology company with a 30-year heritage serving the defence, government, business and education markets in the UK and around the world.

Part of Cohort plc since 2006, MASS delivers trusted and tailored services and solutions that improve the security, efficiency and effectiveness of operations, focusing on Cyber Security, Secure Networks, Electronic Warfare and Contract R&D.

Company Profiles



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Molecular Products is a leader in the design and manufacture of life critical devices for the treatment of breathable gases. Where there is a finite quantity of air, its leading edge technologies will sustain human life independently, or collectively, to maintain a breathable environment.

Molecular Products' defence technology portfolio includes: activated carbon filtration media for use in air purifying respirators; Sofnolime, the market leading CO₂ absorbent trusted by defence divers; and oxygen generators that maintain O₂ levels in submarines.

Being introduced at the Defence Industries Partnering Workshop is the ROG; a handheld, emergency medical grade O₂ supply for point of injury battlefield treatment.

Company Profiles



Origone

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ORIGONE is a Cyber Security Intelligence company that offers a unique technology to defend organisations against cyber-attacks. ORISECURE are cost-efficient Cyber-Security products, on a Pay-as-You-Grow basis suitable to any type of customers (individuals, SMEs, Corporates, Governments):

- ✓ Fight against fraud, identity and data theft, Guarantee protection and security for assets and values.
- ✓ Protect entire IT stack (mail gateway, desktop, tablet, mobiles) with a single solution based on advanced content disarms and reconstruction.
- ✓ Identify the attackers, their attack methods, their damage, and residual risks that may remain.
- ✓ Assess the maturity of security and your Governance Risk and Compliance Management Dashboards and reports.
- ✓ Advanced solutions and services to address strategic, financial, business and industry challenges and risk.
- ✓ Provides relevant intelligence, cognitive and predictive analysis to anticipate and forestall all types of threats on assets.
- ✓ Provides different training leading CYBER attack and defence tactics on a simulated environment.
- ✓ Integrates a Dark/Deep/OSINT net monitoring system, based on unique crawling Technologies, auto discovering unknown and secret forums as well as sophisticated profiling actors features providing visualization of specific data useful for threat intelligence teams.

Company Profiles



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Oxley is a leading designer and manufacturer of LED lighting, night vision solutions and electronic components. Oxley lighting products enhance the capability of aircraft, vehicles and vessels for customers such as BAE Systems, General Dynamics and Airbus. Oxley LED lighting provides customers with reduced through life cost and energy saving whilst also providing a reliable fit and forget option for a wide variety of applications.

The aerospace range comprises of a full suite of external aircraft lighting including PMA approved LED bulb replacements and high Intensity LED taxi and landing lights. Oxley specialises in night vision and offers a wide range of NVG compatible lighting solutions for use with aircraft flying on night vision goggles and the Oxley team has completed numerous night vision cockpit upgrades on fixed wing and rotary aircraft.

The Oxley land range includes infra-red vehicle lights, low profile cabin lights and task lights.

Oxley produces a range of ships lighting including a wheel marked LED navigation suite and internal compartment lighting for ships and submarines.

Oxley also produces an EMC filter range covering discrete, ceramic planar arrays and multi-ways, LED panel lamp indicators and interconnect products; all of which deliver high performance in challenging applications.

Company Profiles



Pearson Engineering

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Pearson Engineering Ltd is a privately owned British company which provides interchangeable Front End Equipment for armoured vehicles such as Leopard Tanks, M113s and Pandurs. Their equipment, which provides counter-mine, counter-IED, obstacle reduction, earthmoving, route proving and clearing and assault bridge launching capability, is designed to quickly and effectively optimise wheeled and tracked armoured vehicles to overcome mobility challenges.

Their products are provided as interchangeable attachments which can be very quickly and easily attached, release and interchanged to provide Commanders with the flexibility to meet demands of a changing battlespace or peace keeping environment. Their products can also be used for disaster relief situations to clear safe routes. All products are fitted to a common interface, specifically designed for your vehicles, to ensure smooth and quick configuration.

Additionally, Pearson Engineering's range of MineWolf manned and unmanned tracked platforms provide operators with powerful mine clearance capability for large area demining and EOD tasks.

Pearson Engineering has provided equipment to countries throughout the world for more than 30 years and has an excellent worldwide reputation. Their products are battle proven and in use in the United Kingdom and United States of America.

Company Profiles



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Scott Safety is a recognised world leader in the design, manufacture and supply of innovative respiratory and personal protective equipment and safety devices for fire and rescue services, industrial workers, police, military and civil defence organizations around the world.

With thirteen manufacturing locations, Scott Safety manufactures products that protect thousands of individuals each day from toughest conditions and environmental hazards including smoke, toxic fumes, combustible gases, falling objects and flame contaminants.

The Scott Safety product line includes SCBA, supplied air and air-purifying respirators, gas and flame detection, thermal imaging cameras, air compressors, accountability systems, head, hearing, eye and face protection and decontamination systems.

The company has built its reputation through its collaborative approach to product development and design. Scott Safety works closely with Military and Civil Defence units to deliver fully-integrated protection solutions across all lines of development (training, equipment, personnel, information, doctrine, organisation, infrastructure, interoperability and logistics) offering ultimate flexibility to specialist users.

Most recently Scott Safety has brought to market the revolutionary Light Decontamination System. This new portable airborne and surface decontamination solution is achieving an industry first – decontamination of chemical, biological and radiological vapours, liquids and particles simultaneously in as little as five minutes.



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