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Part I: Egypt

Part II: Epicos Newsroom

Egypt: Purchase of Rafale Fighter Aircraft and FREMM Frigate

France signed two contracts with Egypt, one for the purchase of 24 Rafale fighter aircraft and one for the supply of a FREMM multi-mission frigate. The decision to buy the Rafale aircraft is actually a continuation of cooperation between Egypt and Dassault Aviation that dates back to the 1970s, and has seen the Mirage 5, the Alpha Jet and the Mirage 2000 fly in the colors of Egypt. Regarding the FREMM frigate, this will be delivered mid-2015. The logistics and support services provided to the Egyptian Navy will then continue over several years.

On Monday, February 16, 2015, the French Defence minister, Mr. Jean-Yves Le Drian, with the Chairman and CEO of Dassault Aviation, Mr. Eric Trappier went to Cairo for the official signing ceremony of the sales contract for 24 Rafale fighter aircraft. Mr. Trappier stated after the ceremony: “The Rafale is at the top of the pyramid of fighter aircraft. It is the rendez-vous of history. This is the aircraft of today and tomorrow”.

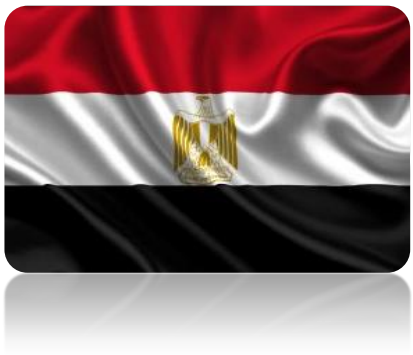
On the same date DCNS signed a contract with the Ministry of Defence of the Arab Republic of Egypt for the supply of a FREMM multi-mission frigate. On the occasion Mr. Hervé Guillou, Chairman and Chief Executive Officer of DCNS, declared: “I would like to thank the Egyptian authorities for the trust they have once again placed on us, for the participation in the modernization of their defence system. DCNS will be keen to demonstrate that this trust is justified. The Group will do its utmost to ensure that this program is completed successfully.”

The FREMM delivered to the Egyptian Navy will be taken from the series currently under construction for the French Navy.

Kyriazis Vasileios,

Epicos Newsletter Head Editor

Egypt: Defence Budget and Procurements



According to the Stockholm International Peace Research Institute (SIPRI) the military expenditure of Africa almost doubled the last decade. In 2004 defence expenditure reached 23.5 US$ billion, at constant 2011 prices, whereas in 2013 reached 42.7 US$ billion, at constant 2011 prices. Egypt plays an important role in this increase as the North African country allocates a fair amount of money on defence. It is indicative that for 2013 Egypt spent 4303 US $ millions at constant 2011 prices.

Egypt imported a significant amount of defence equipment during the period 2009-2013. United States played a leading role in Egypt's armament imports. Apart from the North American country, other important countries that exported arms to Egypt were Russia, Ukraine, China, Spain, Germany (FRG) and France.

Imports (expressed in US$ m. at constant 1990 prices)

	2009	2010	2011	2012	2013	Total
USA	82	249	160	177	370	1038
Russia	8	367	416	68	27	885
Ukraine	26	26	5	33	33	122
China	35	35		1	1	72
Spain			36		36	72
Germany	9	9	9	9	13	48
France				4	10	14

Source: SIPRI Publications, Arms Transfers Database

Aircraft were the predominant area of imports for the period 2009-2013 with a total amount of 717 US$ m. at constant (1990) prices. The 2nd most important sector is that of air defence systems with 650 US$ m. at constant (1990) prices whereas other areas such as armoured vehicles, missiles and ships follow.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Epicos "Industrial Cooperation and Offset Projects"

Epicos "Industrial Cooperation and Offset Projects" provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met…

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Design and set up of aircraft jet engine overhaul and test facilities

A company with extensive experience in Engineering Projects for the aerospace sector, is proposing, in the frame of an offset program, cooperation with depot level maintenance centers for the design and set up of aircraft jet engine maintenance and test facilities.

For Further Information Contact our ICO Department
Mail at: g-menexis@epicos.com

Development of a customized ISR / UAV training program

A company offering a complete range of high-end training systems for Intelligence, Surveillance & Reconnaissance (ISR) and Unmanned Aerial Vehicles (UAV) users, is offering to create a customized ISR/UAV training program. The training program could be used to train users of new or existing ISR/UAV equipment, in a third country, as part of a direct or indirect offset program.

For Further Information Contact our ICO Department
Mail at: g-menexis@epicos.com

AGUSTAWESTLAND Expands its Presence in West Africa with New AW139 orders


Source: AgustaWestland

Finmeccanica – AgustaWestland announced today four new orders for the AW139 in West French Speaking Africa, with four undisclosed government customers recently choosing the best-selling intermediate helicopter for passenger transport roles. The AW139 confirms his versatility as the intermediate choice for such a mission thanks to undisputed comfort and performance. Many heads of state and of government have chosen it expressly because of these features.

These orders mark the continuing growth of AgustaWestland helicopters in the region, whose growing fleet will be soon supported by a brand new Authorized Service Centre. This approach will soon bring AgustaWestland services even closer to the numerous customers who will benefit from its maintenance and spare facilities.

The AW139 is a new generation intermediate twin-turbine helicopter setting new standards in its class. To date, orders for almost 840 AW139 helicopters have been placed by over 220 customers from almost 70 countries to carry out a wide range of missions including offshore transport, law enforcement and homeland security duties, EMS/SAR, utility, firefighting, executive/private transport, and other government roles. The AW139 benefits from a range of modern, constantly enhanced and tailored support and training capabilities, designed to deliver outstanding mission effectiveness and safety standards whatever the mission, leveraging on the expanding network of AgustaWestland service and training centres worldwide.

For Further Information Click Here

Make in India: Airbus' global footprint expands with new single source Tier 1 supplier in India

Airbus has signed an agreement with Bengaluru based Dynamatic Technologies Ltd. to be the single source supplier of flap-track beams for the wide body A330 Family aircraft. The agreement is the largest manufacturing contract between Airbus and a private sector company in India and elevates Dynamatic to a global tier-1 supplier.

Dynamatic has manufactured flap-track beam assemblies for Airbus' single-aisle A320 Family on a global single source basis as a Tier-2 supplier, since 2010.

In phase one of the agreement, Dynamatic will assemble all the Flap Track Beams from its Bengaluru facility. In the second phase, Dynamatic will be responsible for the entire supply chain for the Flap Track including sourcing materials, manufacturing and final assembly. With this new business award Dynamatic will be established as a centre of excellence for the production of flap-track beams.

"Dynamatic is proud of its partnership with Airbus, who have invested considerably in development, training, tooling and quality systems and worked closely with us to establish advanced manufacturing capabilities in India, which is truly in consonance with the 'Make in India' program, " said Udayant Malhoutra, CEO and Managing Director, Dynamatic Technologies Limited.

"India is one of the fastest aviation growth markets in the world and it'll be one of the largest in the next 20 years. Airbus industrial partnerships in India span across Engineering, Manufacturing, R&T and Services. Airbus partnership with Dynamatic signifies our commitment towards developing the Aerospace Supply Chain in India thereby supporting thousands of highly skilled jobs in India," said Dr Srinivasan Dwarakanath, Managing Director of Airbus India. "Through these partnerships, we can proudly claim that there's a bit of 'Made in India' in all our aircraft programs."

In recent years, there has been a marked increase in Airbus sourcing from India, with more than $400 million worth sourced in 2014.

Airbus has fostered partnerships with India's aviation industry for over 40 years, supporting the sector's sustainable growth. With its Indian activities coordinated through the Airbus India subsidiary, the company employs more than 350 engineers at Airbus India Engineering, Bengaluru and is actively engaged in developing a network of over 35 Supply Chain Partners in the country.

For Further Information Click Here

Epicos Newsroom

Modi vows to end India status as top defence importer

Prime Minister Narendra Modi vowed Wednesday to end India's status as the world's number one defence importer, saying he wanted 70 percent of hardware to be manufactured domestically by the turn of the decade.

Speaking at the start of a major aviation industry conference, Modi told hundreds of foreign and local businessmen that his government would favour domestic firms when awarding defence contracts as part of a larger push to boost India's manufacturing sector.

"We have the reputation as the largest importer of defence equipment in the world," the prime minister said at the biennial Aero India show in the southern city of Bangalore.
"That may be music to the ears of some of you here. But this is one area where we would not like to be number one," he added. "We are reforming our defence procurement policies and there will be a clear preference for the equipment manufactured in India."

India, which has long been the world's largest buyer of defence equipment, is in the midst of revamping its ageing military hardware and recently lifted a cap on foreign investment in defence.

But while his right-wing government has pledged to push forward with planned military purchases which stalled under the previous centre-left Congress administration, Modi is also determined that the ramp-up in firepower is not at the expense of the domestic defence industry.

Modi said he wanted domestically made equipment to account for 70 percent of the procurement budget within five years, up from the current 40 percent, in what he said would be a major boon to the economy.

"A nation with a strong defence industry will not only be more secure. It will also reap rich economic benefits," said Modi.

"Nearly 60 percent of our defence equipment continues to be imported and, we are spending tens of billions of dollars on acquisitions from abroad," he said.

"There are studies that show that even a 20 to 25 percent reduction in imports could directly create an additional 100,000 to 120,000 highly skilled jobs in India."

The five-day air show, which is held at an air base on the northern outskirts of the city, attracts the bosses of hundreds of aviation and defence firms, including Boeing and the French firm Dassault.

Source: 2015 AFP, Agence France-Presse (AFP)

General Dynamics Awarded $50 Million for Abrams Tank Production

The U.S. Army TACOM Lifecycle Management Command has awarded General Dynamics Land Systems $49.7 million under an existing contract to upgrade M1A1 Abrams tanks to the M1A2 Systems Enhancement Package (SEP) V2 configuration. General Dynamics Land Systems is a business unit of General Dynamics (NYSE: GD).

The most technologically advanced digital tank, the M1A2 SEP V2 includes improved color displays, day and night thermal sights, commander remote operated weapon station (CROWS II), a Thermal Management System (TMS) and a tank-infantry phone. The M1A2 SEP V2 maximizes the fighting ability of the tank on today's battlefield while preparing the platform for tomorrow's challenges.

The original multi-year contract was awarded in February 2008, which authorized the upgrade of 435 M1A1 tanks that have been in the Army's inventory for more than 20 years. General Dynamics is continuing the conversion of the tanks in the Army's active component to the M1A2 SEP V2 configuration.
Production will be performed by existing employees in Anniston, Ala.; Tallahassee, Fla.; Sterling Heights, Mich.; Lima, Ohio; and Scranton, Pa., and is expected to be completed by January 2017.

More information about General Dynamics is available at www.generaldynamics.com.

Source: PR Newswire Association LLC

US Navy's P-8A Poseidon system enhancements add mission capabilities

The US Navy awarded a $15.5 million system development contract to Raytheon Company to develop a flexible, application-based architecture (ABA) for the P-8A Poseidon maritime patrol aircraft. The ABA will allow mission commanders to rapidly field new or enhanced capabilities through third-party software applications.

Raytheon's ABA design aligns with both the Department of Defense's "Better Buying Power Initiatives" and the Navy's move towards open system architecture.

"The goal is to use readily available technology to quickly upgrade the P-8A's warfighting capability," said Jerry Powlen, Raytheon Space and Airborne Systems' vice president of Intelligence, Surveillance and Reconnaissance Systems.

Raytheon will deliver two prototype ABA systems, leveraging unique expertise in:

- Airborne COTS computing;
- Services-Oriented Architecture and Infrastructure; and
- Software-based mission applications.

- "This open systems architecture can easily be used for other domestic and international - customers looking to affordably enhance their airborne platforms," Powlen said.

The work will be performed in McKinney, Texas, and completed by March 2017. The contract positions Raytheon for the engineering and manufacturing development phase scheduled for 2017.

"Raytheon is uniquely qualified to bring enhanced mission capability to the Poseidon platform thanks to decades of experience and our partnership with the Navy on advanced electro-optical, infrared and RF sensors for many maritime and overland surveillance platforms," Powlen said.

Raytheon's team of open system architecture experts includes:

- Northrop Grumman Information Systems;
- L-3 Communications ComCept;
- General Dynamics Advanced Information Systems; and
- Rite Solutions, a service-disabled veteran-owned small business.

About Raytheon

Raytheon Company, with 2014 sales of $23 billion and 61,000 employees worldwide, is a technology and innovation leader specializing in defense, security and civil markets throughout the world. With a history of innovation spanning 93 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as cyber security and a broad range of mission support services. Raytheon is headquartered in Waltham, Mass. For more about Raytheon, visit www.raytheon.com and follow on Twitter at @Raytheon.

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Source: EPICOS, RAYTHEON

IndiGo selects Rockwell Collins' advanced systems for its A320neo aircraft

India-based airline, IndiGo, has selected Rockwell Collins' advanced avionics systems, including its MultiScan ThreatTrack™ weather radar and Multi-Mode Receiver (MMR), for its Airbus A320neo (new engine option) family of aircraft. Deliveries for the first 30 confirmed orders will begin later this year.

"This agreement is significant because India is a key growth region for Rockwell Collins," said Jim Walker, vice president and managing director, International and Service Solutions, Asia Pacific for Rockwell Collins. "Our systems will increase efficiency for IndiGo with better weather decision-making tools and more precise navigation."

MultiScan ThreatTrack is the latest evolution of Rockwell Collins' MultiScan weather radar solution, which was brought to market in 2002 and was the first with fully automatic, "hands-free" operation. MultiScan ThreatTrack is the only commercial airborne radar offered by both Airbus and Boeing that delivers market-first capabilities, including Two-Level Turbulence Detection and Predictive OverFlight™ Protection, while enabling inferred hail and lightning detection.

Rockwell Collins' GLU-925 MMR, the first certified GPS Landing System receiver, enables high-integrity navigation, including RNP AR, Category III ILS and Category I Global Positioning Landing System approaches. The MMR also enables GPS position and availability requirements for ADS-B Out mandates.

IndiGo has also selected the full suite of Rockwell Collins avionics sensors, including the ADF-900 Automatic Direction Finder, DME-2100 Distance Measuring Equipment, VHF-2100 Transceiver, HFS-900D and VOR-900 Omnidirectional Radio.

About IndiGo

IndiGo is a leading Indian low cost airline headquartered in Gurgaon, India, with both domestic and international operations. IndiGo won the Airbus award for operational excellence worldwide in 2014. It was recently included among the World's 50 Most Innovative Companies for 2015, and also included among the Top 10 Most Innovative Companies in India by Fast Company. IndiGo's current fleet comprises of 91 Airbus A320 family aircraft. With its primary hub at New Delhi, the airline operates 590 daily flights.

About Rockwell Collins

Rockwell Collins is a pioneer in the development and deployment of innovative communication and aviation electronic solutions for both commercial and government applications. Our expertise in flight deck avionics, cabin electronics, mission communications, simulation and training, and information management is delivered by a global workforce, and a service and support network that crosses more than 150 countries. To find out more, please visit www.rockwellcollins.com.

Source: EPICOS, Rockwell Collins

Rheinmetall's DEB-RA foreign object detection system gets go-ahead from US Federal Aviation Authority

An important step in making international air travel safer: Rheinmetall's DEB-RA foreign object detection system is now eligible for procurement under the US Federal Aviation Authority's Airport Improvement Programme. The FAA recently issued a special permit authorizing purchase of the world's most advanced system for detecting foreign object debris at airports.

As Luigi Magliocchi, Managing Director of Rheinmetall Defence Italia, explains, "The special permit lets us market our globally leading DEB-RA foreign detection system in the United States. It's an important milestone for us."

"Buy American" regulations actually specify the procurement of US products for the Airport Improvement Programme, or AIP. Under certain circumstances, however, the FAA can issue an exception to policy, which is what happened here. Some 60% of DEB-RA components are American made, and final assembly also takes place in the United States.

Granting of this special permit enables swift procurement of the DEB-RA in AIP projects without the need for further waivers. Furthermore, allocated funds can be quickly disbursed to manufacturers that meet the Buy American criteria.

The tragic loss of the Concorde on 25 July 2000 at Charles de Gaulle in Paris serves as a dramatic reminder of just how dangerous foreign objects on the runway can be. The crash cost the lives of 113 people. True, accidents on this scale are rare, but foreign objects on the runway regularly result in significant material damage.

Rheinmetall's state-of-the-art DEB-RA employs millimetre wave radar in combination with high-resolution electro-optical sensors in order to detect dangerous foreign objects on the runway in real time. This reduces the risk posed by these objects – and with a very low error rate.

A further advantage: DEB-RA can be used as an airport control system for vehicles and

aircraft on the ground (Advanced Surface Movement Guidance and Control System / ASMGCS). In this capacity, it can either supplement or replace existing equipment, or serve as a standalone system – regardless of the composition of the runway or the sensor configuration. Here, too, disasters such as the collision in Milan-Linate on 8 October 2001, which left 118 persons dead, show how important it is to have reliable technology.

For Further Information Click Here

Source: EPICOS, Rheinmetall