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*Interview with Mr. R.H. (Rob) van Dort, Business Development Manager, NIDV Foundation*



Mr. R.H. (Rob) van Dort, Business Development

Manager, NIDV Foundation, gave an exclusive interview to Epicos, regarding the 27<sup>th</sup> NIDV Symposium and Exhibition. Among others, he stated that: "The main benefit for a company participating in this event is the opportunity to connect with a large international government and business network from the defence and security domain".

- On November 19<sup>th</sup> 2015, NIDV is organizing the 27th Symposium & Exhibition in Rotterdam. Could you please tell us more about this event?

The event consists of two parts, a symposium with 5 presenters (including the commander of the Dutch Armed Forces, Gen. Middendorp) and a tradeshow with booths of Dutch and international companies, government organizations like Dutch MoD, NATO, Police, Firebrigades, etc.

- Can you please describe the profile of NIDV's Symposium & Exhibition participant?

The participants come from both governments and industry, Dutch nationals and foreign guests, including, attachés of international MoDs, ambassadors, etc.



- What are the main benefits a company may have by participating in NIDV's Symposium?

The main benefit for a company participating in this event is the opportunity to connect with a large international government and business network from the defence and security domain.

- Could you please tell us how many companies will participate in the 27th NIDV Symposium & Exhibition?

There will be approx. 120 booths and this number is still rising. Total attendees will be approx. 2500.

- This is the 27th Symposium organized by NIDV. Do you believe that the previous symposiums were successful?

Yes, I believe they were successful as this year we will have again at least the same amount of booths as in the last 3 years. And we have received a large number of positive comments from participants in all the cases we asked for feedback.

- Anything else that you wish to add?

Additional to previous NIDV events, this year we have introduced a NIDV symposium APP (IOS + ANDROID) available to all participants. With this APP the participant can find all information on the symposium, including program, exhibitors, presentations, how to get there, hotels, map with booths, and more. This APP also offers the possibility to plan your own meetings with all participants during but also prior to the event. The APP will be active until September 2016. Then a new APP will be created for NIDV symposium 2016.

## Interview with Mr. Ko van Amerongen founder of defKon Solutions



Mr. Ko van Amerongen founder of defKon Solutions, gave an exclusive interview to Epicos.

Among others, he stated that: Dutch companies fairly new on the (defence) market may not only have a lack of knowledge of the market but certainly are without the necessary network. What defKon Solutions can offer is know-how about what the defence market expects from a company in terms of quality, life time support, configuration management, reliability, etc., and maybe most important, contacts.

### ➤ Can you briefly describe the history of defKon Solutions?

defKon Solutions was founded in December 2014 by Ko van Amerongen, former Senior Offset & Industrial Participation (IP) Advisor NL Ministry of Economic Affairs/Commissariat Military Production (MEA/CMP).

Thanks to our extensive national and international network, which includes government entities and thanks to the experience we have accumulated in over 20 years of activity in the field, we are in the position to offer customised support and consultancy services to companies that are active in the Aerospace, Defence and Security sectors. defKon Solutions' network of business partners includes Rexpand from Brussels, Belgium; Newland Hardwick Ltd from Bristol, UK; Corvitex from Raleigh, USA; and Obiewan from The Netherlands. Obiewan's focus is change management, in private industry as well as in the Ministry of Defence.

### ➤ What are the main services defKon Solutions provides?

The services we provide are diversified and tailored on the needs each company may have.

Some examples of services we are in the position to offer are:

- Open our network in support of companies active on the defence and security market.
- Help local SMEs in their efforts to start or increase their business activities on the (global) defence market.
- Assist companies during their campaign in establishing an IP programme that meets the requirements of the MEA/CMP by identifying the right IP projects and opportunities.



- Act as point of contact between Obligors and the NL MEA/CMP, local industry and the Defence Materiel Organization, respectively.
  - Act as country manager for Obligors, with prime focus on implementing IP programmes, including the administrative settlement of claiming IP projects.
  - Help Obligors that are falling behind in fulfilling their Offset & IP obligations in The Netherlands.
  - Assist foreign companies in their efforts to enter the Dutch defence market.
- 
- What kind of services can you provide to a company trying to establish an Industrial Participation (IP) programme in The Netherlands?

Since we are well aware of the requirements of the MEA/CMP, we are able to assist companies in drafting and presenting an IP programme that we know the MEA/CMP likes to see. In addition we can identify suppliers and partners in The Netherlands that meet Obligors' requirements. Moreover we can help (potential) Obligors negotiating IP agreements with the MEA/CMP.

- What kind of services can you provide to a local (Dutch) SME company?

Dutch companies fairly new on the (defence) market may not only have a lack of knowledge of the market but certainly are without the necessary network. What defKon Solutions can offer is know-how about what the defence market expects from a company in terms of quality, life time support, configuration management, reliability, etc., and maybe most important, contacts. Price and performance are important, but the business is won by knowing the right people and in that respect we can introduce local SMEs to defence contractors, armed forces, MEA/CMP and more.

- Your motto is "Connecting People Creating Business" can you please further explain it?

My international working experience made me realise that in business it is all about knowing people. The more connections you have, the larger is your audience, the more opportunities you get of making your business successful. defKon Solutions, through its national and international network supports companies in making the right connections and facilitates the interactions among them.

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## 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...

[For Further Information Press Here](#)

### Development of an advanced Fluxset type magnetic field sensor for Airborne Antisubmarine Warfare



A company with vast experience on customized hardware and software solutions, the development of avionics and other high-tech electronics systems and simulators, is proposing -in the frame of an offset project- partnership with a prime contractor or a third party company, in a targeted country, specializing in sensing technologies, for the development of an advanced Fluxset type magnetic field sensor for Airborne Antisubmarine Warfare.

[For Further Information Contact our ICO Department](#)

Mail at: [g-menexis@epicos.com](mailto:g-menexis@epicos.com)

### Portable, Semi-Automatic Heavy Gun Barrel Cleaning System



A well-established developer and producer of barrel cleaning solutions, is proposing the implementation of an advanced semi-automatic and environmental-friendly cleaning system to support military and peace keeping operations, in harsh environments worldwide.

[For Further Information Contact our ICO Department](#)

Mail at: [g-menexis@epicos.com](mailto:g-menexis@epicos.com)

## News from our A&D Business Network



### Lockheed Martin, International Partners Establish U.A.E.-based Machining Technology Center



Lockheed Martin, Exechon AB, a Sweden-based technology company and Abu Dhabi-based Injaz National have formed a new joint-venture company in the United Arab Emirates focused on advanced machining technology. The new Abu Dhabi-based joint venture, Exechon Enterprises L.L.C., will establish an engineering and manufacturing center of excellence for Parallel Kinematics Machining (PKM) in the aerospace, defense and automotive sectors, as well as other industrial areas. Exechon Enterprises L.L.C. also will create an Application and Technology Development Center in collaboration with local industry and academia, establishing the United Arab Emirates as the leading supplier of this cutting-edge automated manufacturing technology.

"The PKM technology is positioned to meet increasing demand for flexible manufacturing of components made with advanced materials, and the new joint venture will accelerate the launch of the new portable Xmini lightweight PKM system with the capability to automate a number of currently manual manufacturing processes," said Karl-Erik Neumann, CEO of Exechon Enterprises L.L.C. and inventor of the Tricept & Exechon PKM.

"This joint venture demonstrates Lockheed Martin's commitment to supporting the UAE's vision of a robust, high-tech industrial base that exports world-class products developed through long-term partnerships with local industry," said Joe Garland, vice president of Strategy and Business Development at Lockheed Martin.

"Injaz National's advanced industrial platform and know-how will allow Exechon Enterprises L.L.C. to establish a state of the art manufacturing facility for the Xmini that includes technology transfer to the UAE. The transaction will demonstrate that the UAE can indeed be the nurturer of innovation and expand in the areas of industrial automation and robotics in the region," said Maher Nasser, managing director, Injaz National.

#### About Lockheed Martin

Headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 112,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's net sales for 2014 were \$45.6 billion.

For additional information, visit [www.lockheedmartin.com](http://www.lockheedmartin.com).

## Cobham Awarded Best Supplier Award by Airbus



Airbus acknowledged eight suppliers' outstanding contribution and presented them with Best in Class 2015 Partner Awards. The awards, split into three categories - Best Performer, Innovation and Support - distinguish the outstanding contributions from the selected partners in the areas of aerostructure and material, systems & equipment - cabin and propulsion and general procurement.

Cobham Aerospace Communications' (CAC) Dourdan operation was named Best Performer in systems & equipment, cabin and propulsion for maturity, cross-programmes communications antennas and sustainability of excellent performance.

Eiji Kawaishi, Senior Vice President Cobham Aerospace Communications said "We are delighted to receive this award. Cobham has been a longstanding partner of Airbus and our teams have continuously improved their operational performance, seeking shorter lead times, more flexibility, better product quality, enhanced productivity and improved logistic organisation."

Eiji continues, "Cobham has also extended its product offer to Airbus to new areas such as Inmarsat Satcom Antennas, for which the company is now the recognised world leader. We look forward to continuing our productive working relationship in the future."

### About Cobham Aerospace Communications

The company's avionics, connectivity, slip rings and microwave systems for air and space platforms are at the leading edge of technological development.

In the fields of defence, security and commercial aerospace, the innovative, high performance solutions we provide enable our customers' assets to perform to their maximum potential.

### About Cobham

Cobham offers an innovative range of technologies and services to solve challenging problems across commercial, defence and security markets, from deep space to the depths of the ocean.

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## **Airbus Helicopters and Korea Aerospace Industries affirm partnership for export and support of Korean helicopter platforms**

Seoul, Long-time partners Airbus Helicopters and Korea Aerospace Industries (KAI) signed a Memorandum of Understanding to jointly market Korean helicopter platforms for the worldwide market. The collaboration will encompass the distribution of the Korean Light Civil Helicopter (LCH) and Light Armed Helicopter (LAH) globally, as well as the performance of comprehensive after-sales support services.

The MoU was signed today in Seoul, during the occasion of French President François Hollande's visit. Signing the MoU were KAI's Senior Vice President & General Manager of Rotary Wing Aircraft Research & Development Division, Dr. Joo Kyun Kim, and Norbert Ducrot, Airbus Helicopters' Head of North Asia, with KAI President & CEO Ha Sung Yong and Airbus Group Executive Committee member Fabrice Brégier in witness. "We have enjoyed great success in cooperation programs with Airbus Helicopters, with the Korean Utility Helicopter (KUH) program being a prime example," said Dr. Kim. "Now as we look towards the future with our new LCH/LAH program, this collaboration is a natural next step that will enable both parties to leverage on each other's strengths, to ensure success of these platforms in Korea and the world."

A working group comprising members from both parties will determine the details of the joint marketing efforts of the helicopters and the provision of after-sales support in the coming months. "Korea is one of Airbus Helicopters' most important international customers. Thanks to this MoU, we will build a strong and mutually-beneficial relationship with KAI in order to jointly market the LCH/LAH worldwide," said Ducrot. "On top of this, we will cooperate to provide support and services for more than 500 locally-made helicopters, which will bring tremendous benefits to both KAI and Airbus Helicopters for the next 20 to 30 years."

### About Airbus Helicopters

Airbus Helicopters is a division of Airbus Group. The company provides the most efficient civil and military helicopter solutions to its customers who serve, protect, save lives and safely carry passengers in highly demanding environments. Flying more than 3 million flight hours per year, the company's in-service fleet includes some 12,000 helicopters operated by more than 3,000 customers in 152 countries. Airbus Helicopters employs more than 23,000 people worldwide and in 2014 generated revenues of 6.5 billion Euros. In line with the company's new identity, fully integrated into Airbus Group, Airbus Helicopters has renamed its product range replacing the former "EC" designation with an "H".

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**Source:** Epicos, Airbus Helicopters

### Lockheed Martin Completes F-16 Durability Testing Milestone

Lockheed Martin completed more than 27,000 hours of simulated flight time on an F-16C Block 50 aircraft and is now analyzing the data to determine the durability of the aircraft beyond its original design service life of 8,000 hours.

The F-16C Block 50 was tested to 27,713 Equivalent Flight Hours (EFH) during 32 rounds of comprehensive stress tests at Lockheed Martin's Full Scale Durability Test (FSDT) facility in Fort Worth. The airframe was then subjected to several maximum-load conditions to demonstrate that the airframe still had sufficient strength to operate within its full operational flight envelope.

The aircraft is now in the teardown inspection and fractography phase of the test program. Test data, collected over nearly two years, will be used to identify an extended, definitive flight hour limit for the venerable F-16 Fighting Falcon and demonstrate the safety and durability of the aircraft well beyond its original design service life. The durability test results will be used to help design and verify Service Life Extension Program (SLEP) structural modifications for post-Block 40 F-16s and to support F-16 service life certification to at least 12,000 EFH. The SLEP aims to extend the service life of up to 300 F-16C/D Block 40-52 aircraft.

The SLEP and related avionics upgrades to the Air Force's F-16C/D fleet can safely and effectively augment the current fighter force structure as U.S. and allied combat air fleets recapitalize with F-35 Lightning IIs.

"The successful completion of this phase of full-scale durability testing demonstrates that this aircraft was built to last," said Susan Ouzts, vice president of Lockheed Martin's F-16 program. "This should provide even more confidence to current and potential new F-16 customers that the combat-proven F-16 will continue to play a crucial role in international security. Ongoing F-16 modernization programs, notably the F-16V, will ensure that the F-16 flies, fights and wins well into the future."

For more than 40 years, the F-16 has proven itself as the world's most capable 4th Generation multi-role fighter, serving as the workhorse of the fighter fleet for 28 customers around the world. The F-16V, the latest F-16 configuration, includes numerous enhancements designed

to keep the F-16 at the forefront of international security. Lockheed Martin successfully completed the maiden flight of the F-16V on October 16, 2015.

For additional information, visit [lockheedmartin.com/f16](http://lockheedmartin.com/f16)

#### About Lockheed Martin

Headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 112,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's net sales for 2014 were \$45.6 billion.

**Source:** Epicos, Lockheed Martin

#### Pratt & Whitney PurePower Engine for Embraer E-Jets E2 Begins Flight Test Program

The Pratt & Whitney PW1900G PurePower® Geared Turbofan™ (GTF) engine for the Embraer E190-E2 and E195-E2 aircraft, successfully completed its first flight initiating the engine's flight test program. The PW1900G engine model, which was assembled at Pratt & Whitney's Middletown Engine Center in Connecticut, flew on Pratt & Whitney's 747SP flying test bed at the company's Mirabel Flight Test Center, in Mirabel, Quebec, Canada. Pratt & Whitney is a United Technologies Corp. (NYSE:UTX) company.

"The start of engine flight testing is an important milestone for us as we bring the E-Jets second generation from concept to reality," said Paulo Cesar Silva, Embraer President & CEO, Embraer Commercial Aviation. "The addition of PurePower engines into our proven aircraft with an award winning cabin provides a compelling value proposition for our customers."

"We are excited to be a part of Embraer's E-Jets E2 program providing the industry-leading benefits of the Geared Turbofan engine, including significant reductions in noise, emissions and fuel burn," said Greg Gernhardt, president, Pratt & Whitney Commercial Engines. "This is a historic time for us as we begin the flight test program for our fourth PurePower airframer customer."

The PurePower engine family has completed more than 23,000 hours of testing and 40,000 cycles.

The E-Jet E2 program is one of two that Pratt & Whitney and Embraer are working together on. Pratt & Whitney is part of the collaboration which supplies the V2500-E5 engine for the Embraer KC-390, which is under certification campaign. Pratt & Whitney also supplies the auxiliary power unit for the E-Jet E2 program.

Pratt & Whitney is a world leader in the design, manufacture and service of aircraft engines and auxiliary power units. United Technologies Corp., based in Farmington, Connecticut, provides high-technology systems and services to the building and aerospace industries. To learn more about UTC, visit its website at [www.utc.com](http://www.utc.com), or follow the company on Twitter: @UTC.

Embraer S.A. is the world's largest manufacturer of commercial jets up to 130 seats, and one of Brazil's leading exporters. Embraer's headquarters are located in São José dos Campos, São Paulo, and it has offices, industrial operations and customer service facilities in Brazil, China, France, Portugal, Singapore, and the U.S. Founded in 1969, the Company designs, develops, manufactures and sells aircraft and systems for the commercial aviation, executive aviation, and defense and security segments. It also provides after sales support and services to customers worldwide.

The V2500 engine is offered through IAE International Aero Engines AG, a multinational aero engine consortium whose shareholders comprise Pratt & Whitney, Pratt & Whitney Aero Engines International GmbH, Japanese Aero Engines Corporation and MTU Aero Engines.

This press release contains forward-looking statements concerning future business opportunities. Actual results may differ materially from those projected as a result of certain risks and uncertainties, including but not limited to changes in levels of demand in the aerospace industry, in levels of air travel, and in the number of aircraft to be built; challenges in the design, development, production and support of advanced technologies; as well as other risks and uncertainties, including but not limited to those detailed from time to time in United Technologies Corp.'s Securities and Exchange Commission filings.

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For more information about Pratt & Whitney, visit <http://www.pratt-whitney.com>

For more information about the PurePower engines, visit:

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For more information about Embraer, visit: [www.embraer.com.br](http://www.embraer.com.br).

**Source:** Epicos, Embraer

## ManTech Awarded \$31.6 Million Contract for ISR Support to the Distributed Common Ground System-Army

The U.S. Army has awarded ManTech International Corporation a prime contract to provide software sustainment; embedded training; and other intelligence, surveillance, and reconnaissance (ISR) technical support to the Distributed Common Ground System-Army (DCGS-A) Family of Systems. The cost-plus-fixed-fee task order has a 12-month base period of performance and one 12-month option period, with a potential total value to ManTech of \$31.6 million.

"ManTech is extremely proud of the opportunity to continue serving the DCGS-A mission with superior sustainment services," said Daniel J. Keefe, president and chief operating officer of ManTech's Mission Solutions & Services Group.

### About ManTech International Corporation

ManTech is a leading provider of innovative technologies and solutions for mission-critical national security programs for the Intelligence Community; the Departments of Defense, State, Homeland Security, Energy, Veterans Affairs, and Justice, including the Federal Bureau of Investigation; the health and space communities; and other U.S. federal government customers. We provide support to critical national security programs for approximately 50 federal agencies through approximately 1,000 current contracts. ManTech's expertise includes cyber security; command, control, communications, computers, intelligence, surveillance, and reconnaissance (C4ISR) solutions and services; information technology (IT) modernization and sustainment; intelligence/counter-intelligence solutions and support; systems engineering; healthcare analytics and IT; global logistics support; test and evaluation; and environmental, range, and sustainability services. ManTech supports major national missions, such as military readiness and wellness, terrorist threat detection, information security and border protection. Additional information on ManTech can be found at [www.mantech.com](http://www.mantech.com).

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**Source:** Epicos, ManTech International Corporation

## US to keep operating in South China Sea

US Defense Secretary Ashton Carter on Tuesday told his Chinese counterpart Chang Wanquan that the American military would continue to operate in the South China Sea.

With tensions still simmering after a US naval vessel sailed close to artificial islands China is building in the disputed waters, the pair met for about 40 minutes on the sidelines of a regional defence meeting.

"(Carter) once again reaffirmed that the United States will continue to fly, sail and operate wherever international law allows," a senior US defence official said after the two defence chiefs met in Kuala Lumpur.

"And he clearly made the case that the South China Sea would not be an exception."

Carter's comments came hours after his top US admiral in the Pacific region, Harry Harris, gave a speech in Beijing in which he told China that the US military would continue to sail "wherever" international law allows.

Carter also discussed Washington's concerns over alleged Chinese cyber-attacks.

In a meeting that was "business-like and cordial", Chang reiterated Beijing's position that the islets are sovereign Chinese territory and its displeasure with the guided missile destroyer USS Lassen's presence.

The ship last week sailed within 12 nautical miles of at least one of the land formations China claims in the disputed Spratly Islands.

"They made it clear that they don't like these measures," a second defence official said. "But there was none of the fiery rhetoric that you may have seen in media from other officials."

The officials said China described a "bottom line", below which it would defend the islands.

But Carter and the US delegation saw this as open to interpretation and not an ultimatum that would deter future US sailings in the contested region.

Their talks took place in Kuala Lumpur at a meeting for defence ministers from the 10-country Association of Southeast Asian Nations (ASEAN).

The ASEAN defence chiefs are to formally sit down Wednesday with Carter, Chang and their counterparts from Russia, Australia and elsewhere in the region as part of a broader annual dialogue.

Carter's Malaysia visit is part of an eight-day trip to the Asia-Pacific region.

- Asia-Pacific 'rebalance' -

Officially, Carter's mission is intended to help push the next phase of Washington's foreign policy "rebalance" to the region.

But a recurrent theme of the trip has been China's construction of artificial islands.

In Beijing, Harris's speech at the Stanford Center at Peking University provoked an angry reaction.

Chinese officials rebuked Harris, who heads the US Pacific Command, with the People's Liberation Army chief of general staff Fang Fenghui telling him it had "created a disharmonious atmosphere for our meeting and this is very regretful".

Foreign ministry spokeswoman Hua Chunying said Washington's call for Beijing to stop militarising the South China Sea while itself sending warships was "a typical manifestation of hypocrisy and hegemonism."

Washington says it takes no position on sovereignty disputes in the region and the sail-by was intended to protect freedom of navigation under international law, which it sees as potentially threatened by China's activities.

Beijing claims sovereignty over almost the whole of the South China Sea on the basis of a segmented line that first appeared on Chinese maps in the 1940s.

The Philippines, Vietnam, Malaysia, Brunei and Taiwan also have overlapping claims in the sea.

Washington has repeatedly said it does not recognise Beijing's claims to territorial zones around the artificial islands it has built.

The contretemps comes as the world's two largest military powers work to keep their cool over the troubled waters.

However, conciliatory gestures were tucked behind the rhetoric. Carter accepted an invitation to visit Beijing in the spring, and Harris praised US-China ties.

Carter and Chang also noted the importance of military-to-military dialogue.

Two days after the USS Lassen's voyage, the chief of US naval operations spoke with his Chinese counterpart via video.

US officials said the call between Admiral John Richardson and Admiral Wu Shengli, who commands the Chinese navy, was "professional and productive".

But China's official Xinhua news agency paraphrased Wu as warning his counterpart of the risk of "a serious situation between frontline forces... or even a minor incident that could spark conflict".

Beijing's response to the USS Lassen sailing appears to have been carefully calibrated, with authorities expressing outrage, summoning US ambassador Max Baucus to protest, and saying they monitored and warned away the vessel -- but without physically intervening.

China's position on the islands is leading many countries in the region "to want to intensify their security cooperation with the United States", Carter said on Sunday.

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