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## The NIDV Foundation



The NIDV Foundation facilitates the sustainable positioning of the Dutch Defence and Security-related Industry (NL-DVI) in national and international orders (from the government and elsewhere) and in national and international

supplier chains. The NL-DVI is synonymous with the highest possible quality and effectiveness of equipment, services and application-oriented knowledge. The NIDV is a strategic partner of the government in the area of defence and security and a key figure in the triple helix collaboration between the government, knowledge institutes and the business community. [More](#)



*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 NIDV's annual International Participation Day. Among others, he stated that: "The NIDV International Participation Day is a unique occasion for companies to meet a large number of defence related enterprises within a single day, with the opportunity to network and create the basis for potential new cooperation and synergy."

- On April 20<sup>th</sup> 2017, the NIDV is organising its annual International Participation Day near Amsterdam-Schiphol. Would you like to tell us more about this event?

The NIDV International Participation Day's purpose is to facilitate the meeting between OEMs, the Dutch industries and the Dutch government officials responsible for Offset policy and contracts. The day's agenda includes a morning plenary meeting with e.g. Ministry of Economic Affairs followed in the afternoon by B to B meetings between representatives of foreign and Dutch companies. We expect approx. 25 to 30 international OEMs and about 65 Dutch companies attending the event.

- Can you please describe the profile of the NIDV's International Participation Day participant?

The typical OEM participant is a company looking for business opportunities and cooperation with enterprises in The Netherlands. This could be related to current or future IP/offset obligations but not limited to that. The typical Dutch company participates to promote their capabilities to the OEMs.

- What are the main benefits a company may find by participating in the NIDV's International Participation Day?

The NIDV International Participation Day is a unique occasion for companies to meet a large number of defence related enterprises within a single day, with the opportunity to network and create the basis for potential new cooperation and synergy.

- How many companies do you expect to participate in this years' event?

Approx. 30 international OEM's and approx. 65 Dutch companies.

- In order to organise the meetings between OEMs and Dutch companies the NIDV will be using, also this year, the Pitch & Match Cloud tool. Can you please tell us what advantages this tool offers?

The advantages of our Pitch and Match tool are that all matchmaking meetings can be scheduled by the participants using NIDV's web tool in the weeks before the event. They will exchange info about what they have to offer and what they are looking for with participants they want to meet. This tool proved to be very successful in 2016 and we expect even more companies to be using it to arrange their meetings this year.

- This is the 9<sup>th</sup> International Participation Day organized by the NIDV. Do you believe that the previous ones were successful?

Yes, the previous events were successful. We have seen a growing number of participants and received many positive remarks in the past.

- The NIDV has recently organised a Cyber Symposium. Would you like to give us more information about this event?

The 2<sup>nd</sup> NIDV Cyber Symposium was held in Utrecht on April 30<sup>th</sup> and was organized in collaboration with Capgemini. About 150 participants joined the event and were informed by the Ministries of Defence and Justice, the National Police, the Delft University of Technology and industry on the latest developments, trends and regulations in the field of cyber security. In an informal atmosphere, themes such as General Security Requirements for Defence Orders (ABDO) 2017, Ethical hacking, the correlation between behavioral sciences and cyber security for companies and the government's policy were discussed.

The day was an eye opener for many participants: a lot has been done but there is still much more to do. Developments go fast and The Netherlands must do its best to keep up with these developments. Cooperation between government, knowledge institutes and industry for our (cyber) security is crucial.

- Any further information you would like to add?

Requests to participate in the NIDV Participation Day can be sent to [bijeenkomst@nidv.eu](mailto:bijeenkomst@nidv.eu)

## 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: [a-kintis@epicos.com](mailto:a-kintis@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: [a-kintis@epicos.com](mailto:a-kintis@epicos.com)

## News from our A&D Business Network

### NAVANTIA signs a life cycle support contract for Norwegian frigates



Navantia has signed with the Norwegian Defense Logistic Organization (NDLO) a five years contract for the support to the maintenance of five Fridtjof Nansen (F310)

class frigates, built by Navantia between 2000 and 2011 and currently in service in the Royal Norwegian Navy. This contract is an extension of the already signed in June, 2013 by both parties, and proves the confidence of the Norwegian Government in Navantia, as well as the commitment of Navantia with the maintenance of the ships.

The new contract, besides services of technical assistance, maintenance, repair works, engineering studies, improvements implementation, training and supply of spare parts, which already were included in the previous contract, incorporates a constant service of support to the maintenance of the Integrated Platform Management System of these ships, as well as a control of the obsolescence in supplies and components and a maintenance of the configuration of the ships.

It is to highlight that Navantia opened a commercial office in Bergen last June, close to the Naval Base where the ships are located, as a commitment of the company for guaranteeing its presence in the country and increasing the commercial relations with this strategic client for Navantia.

For Further Information [Click Here](#)

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## SAAB Signs Framework Contracts for Static and Mobile Camouflage Systems



Defence and security company Saab has, under a joint procurement process with Denmark and Norway, signed framework agreements with the respective countries for the supply of static and mobile camouflage systems to their armed forces. The agreements allow the two countries to place orders for camouflage systems over a four year contract period. For years, the armed forces of Denmark and Norway have been using Saab's Barracuda advanced camouflage systems, in both static and mobile versions.

The framework contracts now signed with the two countries means that they can place orders for mobile and static camouflage systems in woodland, desert and winter configurations. The agreements also includes the possibility to place orders for support during the contract period.

"Both Denmark and Norway have decided to strengthen their armed forces and this is one part of that. They will now have the possibility to order systems that will keep them undetected in all conditions and in many different environments. We are ready to deliver high-tech camouflage solutions to them whenever they are needed, and this will definitely strengthen their capabilities on the battlefield", says Anders Wiman, head of business unit Barracuda within Saab business area Dynamics.

Saab's Barracuda advanced camouflage technology products have been exported to more than 60 countries worldwide. Saab offers a unique package of Barracuda camouflage systems and force protection solutions that decrease the enemy's ability to detect and engage. These solutions protect personnel, vehicles and base infrastructure against hostile sensors and enemy target acquisition.

For Further Information [Click Here](#)

2417475



## **\$2.2 Billion Boeing Contract Funds P-8 Aircraft for U.S., Australia and U.K.**

Boeing, the U.S. Navy, the Royal Australian Air Force and the United Kingdom Royal Air Force will continue modernizing global maritime patrol capabilities through a \$2.2 billion contract awarded March 30 for at least 17 P-8A Poseidon aircraft.

The agreement also includes options for 32 additional aircraft, as well as money for long-lead parts for future orders. After exercising all options, the total contract value will be \$6.8 billion. This comprehensive award reflects a commitment by Boeing and the Navy to achieve pricing and production stability, two keys of successful program performance.

“The P-8A is a textbook example of Boeing’s commercial derivative expertise,” said Jamie Burgess, vice president of Boeing Military Aircraft’s Mobility, Surveillance & Engagement division and the P-8 program manager. “Every day our customers get to fly incredible aircraft that perform exceptionally well and are built by the best of Boeing.”

The Navy will receive 11 aircraft, while Australia will expand its P-8A fleet with four more. The U.K.’s first two P-8A jets are part of the agreement, with first delivery set for 2019.

Boeing so far has delivered 53 Poseidons to the Navy and two to the Royal Australian Air Force.

Based on Boeing’s Next-Generation 737-800 commercial airplane, the P-8A offers the world’s most advanced anti-submarine, anti-surface warfare and intelligence, surveillance and reconnaissance capabilities. The U.S. Navy has deployed multiple squadrons around the globe since operations began in 2013, accumulating more than 96,000 flight hours to date.

The Indian Navy currently flies the P-8I variant of the aircraft. They have received eight aircraft to date and in July 2016 signed a contract for four additional P-8Is.

For Further Information [Click Here](#)

**Source:** Epicos, Boeing

## Savis, Bradar and Rockwell Collins announce a defense solutions cooperation agreement at LAAD

Savis and Bradar, affiliated companies to Embraer Defense & Security, and Rockwell Collins announced today at LAAD Defence & Security a cooperation agreement to jointly evaluate business opportunities in defense applications.

This initiative will enhance Savis and Bradar activities in the international market, working in conjunction with Rockwell Collins, and also search for existing complementary capabilities in the companies' product lines.

The first opportunity identified is the radar technology integration into the Rockwell Collins FireStorm™ system, the most precise portable solution available in the market to assure call for fire precision. The new capabilities offered by Savis and Bradar have the potential to extend the protection and situational awareness of the troops providing early warning of potential threats.

This integrated solution provides an option to augment the capability to offer both close air support and troops call for fire, being capable in the future to operate integrated with attack aircraft, such as the A-29 Super Tucano.

“This Savis, Bradar and Rockwell Collins agreement will open opportunities to integrate existing capabilities in these companies and offer better integrated solutions not only for the Brazilian Armed Forces, but for the global market,” said Jackson Schneider, Embraer Defense and Security CEO.

“Combining both Rockwell Collins' and Savis and Bradar's suite of technologies and capabilities will result in groundbreaking offerings for our local and international customers”, said Colin Mahoney, Senior Vice President of International & Services Solutions for Rockwell Collins.

For Further Information [Click Here](#)

**Source:** Epicos, Embraer Defense & Security

### BAE Systems awarded \$112 million U.S. Army contract to sustain M88 recovery vehicles

BAE Systems has received a contract worth up to \$112 million from the U.S. Army to perform technical support and sustainment of M88 recovery vehicles.

The contract, awarded by the Army's TACOM Life Cycle Management Command, is for ongoing service and improvements to BAE Systems-built M88A1 and M88A2 recovery vehicles over the next four years.

"The M88 is critical to the military's recovery missions of the heaviest vehicles in the fleet," said John G. Tile, director of Recovery Vehicles at BAE Systems. "Whether our vehicles are coming off the assembly line or deployed in theatre, we are committed to providing the highest quality vehicle and full life-cycle support of the M88. This award continues the long standing relationship of program management, engineering, logistics, and field service support to the Army and other customers of the M88 program."

The M88 vehicle provides recovery support to troops in the field, and is the only vehicle able to recover the M1 Abrams tank and all of the vehicles required to maneuver with the Armored Brigade Combat Team during battle. Under the contract, called Systems Technical Support and Sustainment Systems Technical Support, services and products will be delivered to the Army, the U.S. Marine Corps, and Foreign Military Sales customers in support of their 70-plus ton combat vehicle recovery requirements.

Work on the program will be performed by the current workforce at the company's facilities in San Jose, California; York, Pennsylvania; and Sterling Heights, Michigan; as well as by field service representatives stationed at military facilities across the globe.

For Further Information [Click Here](#)

**Source:** Epicos, BAE Systems

## Orbital ATK Receives \$21 Million Contract for Naval Munitions Multi-Function Fuze

Orbital ATK, a global leader in aerospace and defense technologies, announced today that it has received a \$21 million contract for first article test and production of the MK419 Mod 1 Multi-Function Fuze (MFF). The MFF increases the overall mission capability of 5-inch gun ammunition used on U.S. Navy ships by combining five modes of operation into a single fuze, making it the most effective munitions fuze available today.

The MK419 MFF-equipped round gives a 1980s-era, single-dimension Naval Surface Fire Support munition more modern, multi-dimension capability. This includes support against multiple threats.

The contract was awarded by the U.S. Army Contracting Command on behalf of the U.S. Navy and is the first full-rate production contract for the MK419 Mod 1. The MFF is designed for use on the MK187 projectile used on U.S. Navy guns. The awarded contract value is \$20.8 million.

“Orbital ATK’s Multi-Function Fuze is key to extending the Navy’s defensive and offensive capabilities,” said Pat Nolan, Vice President and General Manager of Orbital ATK’s Missile Products Division of the Defense Systems Group. “MFF leverages Orbital ATK’s design, development and production expertise to provide the U.S. Navy with an affordable and reliable fuze for its 5-inch/54 caliber ammunition.”

Orbital ATK’s Defense Systems Group is an industry leader in providing innovative and affordable precision and strike weapons, advanced propulsion and hypersonics, missile components across air-, sea- and land-based systems, ammunition and related energetic products.

For Further Information [Click Here](#)

**Source:** Epicos, Orbital ATK

### Boeing Announces Agreement with Iran Aseman Airlines for 30 737 MAXs

Boeing confirms the signing of a Memorandum of Agreement (MOA) with Iran Aseman Airlines, expressing the airline's intent to purchase 30 Boeing 737 MAX airplanes with a list price value of \$3 billion. The agreement also provides the airline with purchase rights for 30 additional 737 MAXs.

According to the U.S. Department of Commerce, an aerospace sale of this magnitude creates or sustains approximately 18,000 jobs in the United States. Deliveries would be scheduled to start in 2022.

Boeing negotiated the MOA under authorizations from the U.S. government following a determination that Iran had met its obligations under the nuclear accord signed in 2015. Boeing will look to the Office of Foreign Assets Control for approval to perform under this transaction. Boeing continues to follow the lead of the U.S. government with regards to working with Iran's airlines, and any and all contracts with Iran's airlines are contingent upon U.S. government approval.

For Further Information [Click Here](#)

**Source:** Epicos, Boeing