

# MARITIME

# SECURITY

# SAFETY

# & ENVIRONMENT

**FRENCH MARITIME TEAM**

Solutions For **Safer** Seas



▶ Maritime regulation and control #ForSaferSeas is the ability to accomplish missions in three domains



COMPASS ROSE FOR SAFER SEAS

Operational needs and levels of permanent availability in the Maritime Safety, Security and Environment sectors imply that the "capability approach for a long-term relationship with the customer" is a condition to fully understand requirements and offer satisfactory solutions.

All the members of the French Maritime Team are working together to achieve this common objective.

## ▶ The French Maritime Team offers tailored "sea proven" solutions based on this capability approach

***"Global maritimisation (...) will profoundly shape the 21st century, as it brings with it so many opportunities and riches, but also risks."***

*Jean-Yves Le Drian, French Minister of Defence*

---

In the last few decades, the importance of the sea has increased, highlighting the need for regulation and control. A comprehensive Security, Safety and Environment policy is becoming an increasingly important priority for a large number of States. But, despite this colossal step, only a few structured solutions exist: at market and State level they are often fragmented between various ministries and agencies, meaning that industrial activities are spread over a number of small projects, making capitalisation difficult.

In this domain, France has significant experience as it exercises sovereignty over the 2nd largest exclusive economic zone in the world. In order to increase its ability to act at sea and to target structured solutions, the Government has developed a coordination-based organisation.

In line with this, the French Maritime Team was formed in 2012, bringing together about 40 recognised, innovative companies. This team is administrated by GICAN, the French Marine Industry Group. Using this structure, the team offers bespoke solutions to a multitude of issues related to maritime safety and security, as well as marine environment. The team is consequently in the best position to answer calls for tender and offer attractive global solutions, structured around and based on the capability approach, covering the entire scope of customers' mission-oriented needs.

This brochure presents the French Maritime Team's offer #ForSaferSeas. Its purpose is to facilitate dialogue between end users and suppliers, jointly preparing a global and consistent solution in line with the expected end capability.

Patrick BOISSIER  
*Chairman of the GICAN*

# #ForSaferSeAs as a whole

All coastal States are concerned by the increase in the sea's influence:

- In terms of maritime flow and resources: today, the cost of shipping is very reasonable, and marine resources are considerable. Moreover advances in technology provide excellent opportunities.
- In terms of protecting sea activities and environment: today, potential threats & vulnerabilities in the maritime sector need to be reduced and the cleanliness of the seas, ships and ports has to be taken into account.

Thus, State strategy needs to cover the following three domains identified in the Compass Rose: safety, security and environment. Regulation and control #ForSaferSeAs has to be implemented in accordance.

## ▶ MARITIME SECURITY

Maritime security is the combination of preventive measures intended to protect shipping and port facilities against threats of intentional damage from unlawful acts (sabotage, subversion and terrorism). These threats potentially cover national and international illegal acts like illegal fishing, piracy, trafficking (drug, weapons, humans, animals...), smuggling, terrorism, armed robberies of ships, hostile forces.

Security measures and regulations are needed. Assets and communication networks need to be implemented in order to identify risks. Resources also need to be coordinated to reduce risks, mitigate threats and consequences on the security of personnel, facilities, vessels and the public.

The scope of this maritime security covers four main activities:



- ▶ **SENSITIVE ZONE PROTECTION** includes the protection of specific areas or facilities (e.g. oil & gas platforms, offshore wind farms...), even at long distances from the coast. Barge fleeting facilities, container terminals, passenger vessel terminals are also vulnerabilities that need security measures.



- ▶ **ILLEGAL TRAFFICKING FIGHT** (e.g. drug smuggling, illegal immigration...) is in the State customs domain. In the last few years, a set of international rules has been drawn up to facilitate intervention at sea and standardize control, with systematic efforts to disrupt business models and trafficking networks, to identify, capture and dispose of assets / vessels used by smugglers or traffickers.



- ▶ **PIRACY & TERRORISM PROTECTION** are both forms of violent interference with shipping. Their global reach and negative impact on sea transportation, safety of navigation and marine environment, as well as the threat they both pose to human lives and property, call for effective counter-measures. Amongst such counter-measures, those directed at strengthening the legal protection of shipping become of paramount importance.



- ▶ **CRISIS MANAGEMENT** consists of preventing or fighting against the development of land conflict from the sea, through maritime task forces deployed or repositioned worldwide, implementing the strategic function "knowledge and anticipation".



## ▶ MARITIME SAFETY

Maritime safety is the ability to continuously maintain and enhance safety in shipping and the protection of life, health, property and the marine environment. It concerns ships, crew and passengers and/or cargo, navigation and environmental safety. The threats to their safety are potentially maritime terrorism, illegal fishing, emergency SAR.

To cope with these threats, permanent detection, identification and assessment are needed, aiming for permanent reaction availability. This means implementing regulation, management and technology development in four major complementary domains:



- ▶ **PORT & COASTAL SURVEILLANCE** including ports and approaches. There are considerable vulnerabilities in terms of potential critical infrastructures and densely populated areas.



- ▶ **SEARCH & RESCUE (SAR)** Air and sea SAR concerns accident & disaster response, as well as maritime leisure activities. The SAR zones are very large and require substantial means and resources, especially when weather conditions at sea are severe and deteriorate rapidly.



- ▶ **VESSEL TRAFFIC MANAGEMENT** especially in areas of heavy traffic for preventing accidents and controlling environment damage. In addition to existing international and national laws and regulations (traffic separation schemes...), regional control and coordination are needed, for detecting abnormal routes or behaviour that may generate navigation risks.



- ▶ **EEZ & CONTINENTAL SHELF EXTENSION** a priority for States with large expanses of sea, with sovereignty on islands and /or new continental shelf extension of exclusive economic zones. Large maritime areas that have not yet been explored need to be monitored and protected in the future. New technologies are essential to monitor and protect all these zones, to gain a more extensive vision of the seas and react in a timely manner.

## ▶ MARITIME ENVIRONMENT

Maritime environment concerns the waters and the land and resources in and under these waters: navigable waters, fishery resources, seabed and subsoil resources, continental shelf resources... The issues are safe shipping in this marine environment and protection from the adverse effects of shipping with regulations for averting the introduction of invasive species, preventing unauthorized ocean dumping, oil and chemical spills.

Casualty prevention, response plans, systems and processes in a joined forces approach are needed. These will address the following missions:



- ▶ **FISHERIES CONTROL** includes enforcing regulations in order to protect fishing resources, supporting crew moral or offering technical help, establishing peaceful coexistence with seamen from other countries



- ▶ **POLLUTION CONTROL** includes the fight against illegal discharge of oil at sea and accidental pollution. In the first case, measures will implement aircraft fitted with special remote sensor equipment. In the second case, maritime pollution intervention plans will be implemented.



- ▶ **HAZARDOUS TRAFFIC CONTROL** includes tankers and container ships carrying hazardous materials: control of their routes through territorial waters and report of any damage they suffer, using inspection systems and coordinated standards.



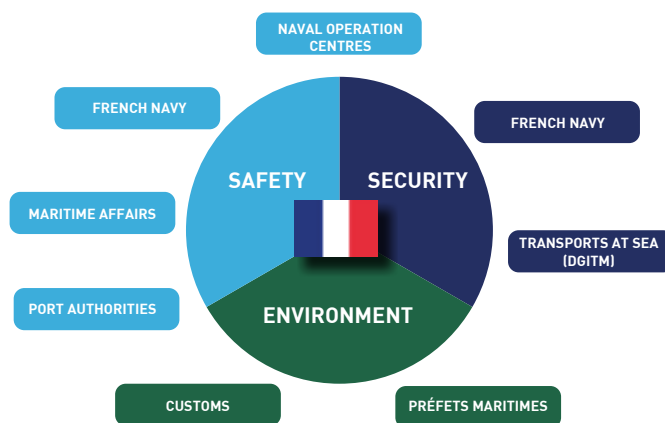
- ▶ **WASTE MANAGEMENT** plays an important role in controlling and reducing the amounts of waste entering the marine environment from ships. This includes chemicals, sewage, rubbish, ballast water...



## French reference for Safe Sea “Sea Proven” solutions

Maritime regulation and control for a safe sea is the ability to achieve knowledge continuity for these activities: to anticipate and prevent risks, to define and prepare ways to overcome them, then to implement a timely decision process when needed, and to intervene effectively in the right place at the right time against threats or vulnerabilities. Coordination is thus the key factor for success.

French operational strength is built on the French "blue economy" and European "blue growth". Thanks to this policy, France has control over safer seas issues. Moreover, strong State cooperation has been developed between all the actors and public services offering skills and facilities, and the Ministry of Defense. This French model takes advantage of these global means both through the authority of the Maritime Secretary (SGMer), reporting to the Prime Minister and by monitoring actions at sea through the "Maritime Prefects". These organisations represent the powerful, fully recognized authority, in charge of the operations in local areas. This approach aims to create an efficient Safe Sea policy, providing a high level of reactivity and also sustainability, interdisciplinarity and coherence at all levels between all actors.



### SAFE SEA IMPLEMENTATION IN FRANCE: A SEA PROVEN REFERENCE FOR COORDINATION

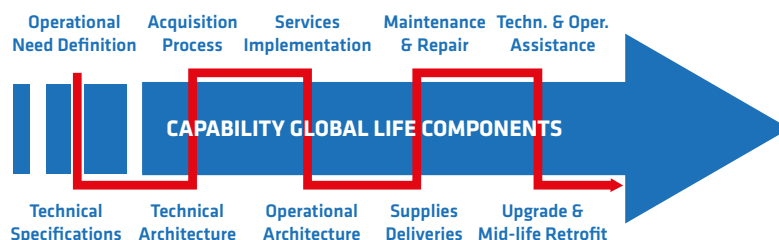
The French Maritime Team is a central partner in this model. A strong proximity between State actors and industries has been created via clusters, feedback, local implementations...The French Maritime Team has developed recognized expertise in technology building blocks, modular offers and global capabilities. As a consequence, the French Maritime Team offers "sea proven" solutions. The specificity and complementarity of the French Maritime Team are summarized in this brochure.



## French Maritime Team approach to solutions for customer satisfaction

Using this national expertise, the French Maritime Team is able to offer efficient and bespoke global solutions thanks to its combined capability and full life cycle approach:

- Starting with a **structured exchange with end users and decision makers** of the customer for the best comprehensive scope for operational needs:
  - What and where are the threats and vulnerabilities, in which zone?
  - What are the requirement missions, the aimed effects and priorities?
  - Who are the potential actors and what are the legal constraints / resources?
- In parallel, **considering the phases of the capability life cycle**, from the operational need definition to the replacement of the capability by a new one:



### CAPABILITY GLOBAL LIFE-CYCLE APPROACH FOR OFFERS TO CUSTOMERS

- In order to design and deliver the appropriate solution, taking the different components of the required capability into account, through a combination of extensive dialogue with the customer and references to the "sea proven" background:
  - Concepts of use and organisation, linked to and coherent with doctrine, organisation, personnel and interoperability constraints
  - Systems and equipment, their architectures and integration options, their performance levels, their technology alternatives and potential partnerships
  - Services: technical and operational training for use and maintenance, maintenance and repair supplies, technical and operational assistance.

Therefore, the best offer is built with appropriate partnerships and well-balanced capabilities. Tailored testing based on scenarios and use cases are suggested to continuously foster dialogue.



# INDEX

COMPANIES	PAGE	SENSITIVE ZONE PROTECTION	ILLEGAL TRAFFICKING FIGHT	PIRACY & TERRORISM PROTECTION	CRISIS MANAGEMENT	PORT & COASTAL SURVEILLANCE	SEARCH & RESCUE	VESSEL TRAFFIC MANAGEMENT	EEZ & CONTINENTAL SHELF	FISHERIES CONTROL	POLLUTION CONTROL	HAZARDOUS TRAFFIC CONTROL	WASTE MANAGEMENT
ALSEAMAR	8	●	●	●		●	●	●		●	●		
BERTIN	9	●									●	●	
CNIM	10	●			●	●							
CS	11	●				●							
DCI	12	●	●	●	●	●	●			●	●		
DCNS	13	●	●	●	●	●	●	●	●	●	●	●	
DIGINEXT	14	●	●	●	●	●	●	●	●	●		●	
ECA GROUP	15	●		●	●	●	●						
HGH INFRARED SYSTEMS	16	●	●	●		●	●						
LACROIX	17	●		●									
MBDA	18	●		●	●								
MOBILIS	19	●				●		●					
OCEA	20		●	●		●	●		●	●	●		
PELAGOS	21	●	●	●									
PIRIOU	22	●	●	●		●	●		●	●	●		
PROLARGE	23			●		●							
RAIDCO MARINE	24	●	●	●		●	●		●	●		●	
SAFRAN SAGEM	25	●	●	●	●		●					●	
SCHNEIDER ELECTRIC	26										●		
SIGNALIS	27	●				●	●	●		●	●	●	
SILLINGER	28	●	●	●		●	●			●	●		
SIREHNA	29	●	●	●		●							
SOFRESUD	30	●	●	●		●		●					
THALES	31	●	●	●	●	●	●	●	●	●	●	●	●



**ALSEAMAR design and manufacture innovative subsea and naval systems and deliver new services to fight against terrorism, illegal trafficking, and military underwater threats and to preserve maritime environment against pollution.**

## PRODUCTS/SERVICES

ALSEAMAR propose:

- Underwater glider, Unmanned Vehicles and Swimmer Delivery Vehicle,
- Underwater acoustic positioning Equipment,
- Naval radio communication system,
- Syntactic foams for deep-water applications,
- Life extender services: Inspection, maintenance and upgrade of naval weapon system and offshore oil & gas installations.

## REFERENCES

France: French Navy and French MoD, DCNS, THALES, SAGEM, DCI, STX  
Foreign Navies or industries: USA, UK, Germany, Malaysia, Saudi Arabia, India, Kuwait, Korea

## ABOUT THE COMPANY

The main products designed, manufactured and/or operated by ALSEAMAR are:

- Underwater glider SEAEXPLORER: Rapid Environment Assessment, Anti-Submarine Warfare, Marine mammals assessment, Pollution detection
- Unmanned Surface Vehicles SEA SURVEYOR: Pollution detection
- Swimmer Delivery Vehicle SPHYREN: Anti-terrorism or illegal trafficking
- Underwater acoustic positioning GIB: Anti-Submarine Warfare or Search & Rescue
- Naval radio communication system

## ALSEAMAR

**Phone:** +33 (0)4 42 61 64 80  
**Web:** [www.alseamar-alcen.com](http://www.alseamar-alcen.com)  
**Contact:** François-Xavier de COINTET  
**Email:** [fxdecointet@alseamar-alcen.com](mailto:fxdecointet@alseamar-alcen.com)

**Turnover excluding tax:** 14 M€  
**Maritime turnover excluding tax:** 14 M€  
**Effective:** 90  
**Implantations:** Paris (75), Six Fours (83), Meyreuil (13)



MARITIME SECURITY



MARITIME SAFETY

MARITIME ENVIRONMENT



**For over 50 years, Bertin Technologies offer of services, encompassing studies and consulting as well as the design and delivery of high added-value equipment, is available in France and abroad, covering the whole innovation cycle, ranging from R&D through to industrial applications and marketing, in the fields of Energy & Environment, Life Sciences, Defence & Security, Aerospace and other Industries.**

## PRODUCTS/SERVICES

Bertin Technologies and Saphymo design, manufacture, market and maintain a complete range of instruments for detection and identification of CBRN threats, and in particular:

- For Radiological and Nuclear threats: Multipurpose radiation survey meter, Portable High Sensitivity Gamma Monitors, Portal monitors for vehicle and pedestrian control and Environmental radiation monitoring systems,
- For Chemical threats: Second Sight MS, a standoff real time gas cloud collector,
- For Biological threats: A complete brand of air samplers to collect micro-organisms present in the air.

## REFERENCES

**NAVIRAD** - High Sensitivity Gamma Monitors for surface ship and submersible. This product equips the following platforms: Charles de Gaulle aircraft carrier, FREMM multi-mission frigates and SNLE submarines.

**2SNM** - mobile and stationary beacon network for environmental radiation monitoring of marines sites.

**DIRAD**: Spectroscopic radiation portal monitor for Real time Detection and Identification of illicit transport of radioactive materials and threat characterization. This device will be soon in operation in the seaport of Le Havre to monitor the illicit transport of radioactive materials.

## ABOUT THE COMPANY

Since its foundation in 1956, Bertin has been at the forefront of innovation, one of the leading players in the field of industrial modernization, offering a unique combination of expertise and the development and supply of equipment of a highly technological nature.

Every day, our engineers and experts deploy their multi-disciplinary know-how to serve our clients and customers working in the fields of Energy, Environment, Life Sciences, Defence, Aerospace, Industry and Services.

In 2015, Bertin has acquired the Saphymo company.

## BERTIN TECHNOLOGIES

**Phone:** +33 (0)6 26 17 09 63

**Web:** [www.bertin.fr](http://www.bertin.fr) / [www.saphymo.fr](http://www.saphymo.fr)

**Contact:** William VIVIEN

**Email:** [vivien@bertin.fr](mailto:vivien@bertin.fr)

**Turnover excluding tax:** NC

**Maritime turnover excluding tax:** NC

**Effective:** 620

**Implantation:** Montigny-le-Bretonneux (78)



MARITIME SECURITY



MARITIME SAFETY



MARITIME ENVIRONMENT

**By enabling to quickly land ready-to-fight Forces from the sea to a tactical position on shore, L-CAT® gives the advantage over the enemy in modern amphibious operations.**

## PRODUCTS/SERVICES

L- CAT® is a totally innovative amphibious landing ship. Depending on the position of its mobile loading platform, L-CAT® is either, with this unique feature, a high speed catamaran or a flat bottom barge.

L- CAT® can land from an infantry platoon to a main battle tank and operates with the greatest diverse range of infrastructure, from primitive beaches with very shallow water to port facilities and a vast variety of on-off load facilities.

## REFERENCES

In service since 2011 in the French Navy, L- CAT® regularly participates in military and civilian operations worldwide.

## ABOUT THE COMPANY

CNIM designs and builds turnkey industrial facilities with high technological content and delivers expertise and services in defense and industrial fields. CNIM acts as a project leader, sells and markets equipment worldwide.

CNIM has a stable family shareholder base that guarantees its future development. The Group is present in 15 countries and 67.5% of its turnover were from exports.

## CNIM

**Phone:** +33 (0)1 44 31 11 00

**Web:** [www.cnim.com](http://www.cnim.com)

**Contact:** Philippe NERI

**Email:** [contact@cnim.com](mailto:contact@cnim.com)

**Turnover excluding tax:** M€ 790

**Maritime turnover excluding tax:** confidential

**Effective:** 2900 (Dec. 2014)

**Implantations:** Worldwide



MARITIME SECURITY



MARITIME SAFETY



MARITIME ENVIRONMENT

**Invested in maritime safety since 2005, CS is now a recognized actor in this sector. Based on MWPS heart solution, CS is able to answer to all your maritime areas security and environmental problems.**

## PRODUCTS/SERVICES

MWPS is a critical maritime area (littoral, harbour, off-shore, marine farms) protection system with:

- A surveillance multi-sensors sub-system for detection, tracking, night and day identification;
- A non-lethal warning sub-system, including visual, sound warning and pyrotechnic launcher;
- A C2 sub-system, based on area mapping, fitted for equipments control, tracks fusion, integrated communications system, legal record, augmented reality.

MWPS is the perfect solution for all your areas security problems.

## REFERENCES

TOULON (France) French navy Harbor (1st European Military port)  
DGA's littoral trial areas (French MoD armament organization)

## ABOUT THE COMPANY

CS is a French company, designer, integrator and operator of mission critical systems. Company has 4 strategic sectors – Defense & security, space, aeronautics, energy- and eight technological offers, including crisis management & area surveillance. CS is present in North America, Europe, Middle-East and India.

## CS Communication & Systèmes

**Phone:** +33 (0)4 94 08 75 75

**Web:** [www.c-s.fr](http://www.c-s.fr)

**Contact:**

**Email:** [commerce.marine@c-s.fr](mailto:commerce.marine@c-s.fr)

**Turnover excluding tax:** M€ 162

**Maritime turnover excluding tax:**

**Effective:** 1790

**Implantation:** Toulon (83) - France



DCI



Through the transfer of the French armed forces know-how, DCI offers operational services (training, consulting, assistance) to meet your needs of acquiring or reinforcing an operational capability.

## PRODUCTS/SERVICES

- Maritime: diving including mine warfare, special forces, maritime security (accidents at sea, illegal fisheries, piracy & terrorism, immigration, drug trafficking...)
- Surface: global crew training; tactical combat system coordinator and operators; sonar, electronic, communications operators; operational training (all warfare areas)
- Air: pilot, tactical coordinator, operator (from ab-initio to specialized training); maritime Search and Rescue (SAR); sea landing; survival at sea
- Naval academic training: officer ; engineer ; operation officer ; officer of the watch

## REFERENCES

Since 1980, DCI has trained more than 13,000 trainees (officers, naval engineers, petty officers and specialists) from 30 countries (navies, coast-guards, special forces or royal guards) such as Saudi Arabia, Kuwait, Qatar, UAE, Egypt, Greece, Morocco, Malaysia, Singapore, Brunei, India, Turkey, Chile, Brazil, Slovenia as well as organization such a European Union.

## ABOUT THE COMPANY

DCI offers Consulting, Training and Assistance operational services in France or in your country as the reference operator of the French Ministry of Defence in the transfer of the French armed forces and national gendarmerie know-how, mainly through its naval branch DCI-NAVFCO.

## DCI (Défense Conseil International)

Phone: +33 (0)1 44 95 26 00

Web: [www.groupedci.com](http://www.groupedci.com)

Contact: Bernard ARATA

Email: [bernard.arata@groupedci.com](mailto:bernard.arata@groupedci.com)

Turnover excluding tax: M€ 241

Maritime turnover excluding tax: M€ 60

Effective: 827

Implantation: 2, place Rio de Janeiro - CS 80056 75381  
Paris Cedex 08



**In an ever expanding context of maritime safety and security, DCNS provides a wide range of innovative and sea proven solutions especially dedicated to surveillance and intervention missions.**

## PRODUCTS/SERVICES

DCNS is one of the only leaders for naval defence systems that controls the realization of complex programs from design to maintenance. DCNS offers a wide range of products and services for maritime surveillance and intervention: Offshore Patrol Vessels (OPV), Multipurpose Vessels (MPV), UAS & USV integration, extended data fusion & powerful decision making tools, smart use module sharing a wide variety of data, Polaris® on board & ashore mission system, NIDL® module for Tactical Data Link.

## REFERENCES

B2M for the French Navy (KERSHIP), OPV 90 L'Adroit with Polaris® mission system and a maritime UAS (Unmanned Aerial Systems) capability (SERVAL program) operated by the French Navy, MARYLIN program for the Directorate of Maritime Affairs (French MRCCs), FP7 European projects (I2C and PERSEUS).

## ABOUT THE COMPANY

DCNS is a world leader in naval defence and an innovator in energy. DCNS uses its unique know-how and industrial resources to meet its clients' needs to protect their sovereignty through innovative partnerships. DCNS, which generates 33% of its income on international markets, offers an extensive portfolio of products and services, creating added value and technology in their respective countries.

## DCNS

**Phone:** +33 (0)1 40 59 53 30  
**Web:** www.dcnsgroup.com  
**Contact:** Emmanuel GAUDEZ  
**Email:** direction.communication@dcnsgroup.com

**Turnover excluding tax:** 3.07 bn euros  
**Maritime turnover excluding tax:** 3.07 bn euros  
**Effective:** 13,130 full time equivalent  
**Implantations:** France, Australia, Brasil, Canada, Chile, Egypt, Greece, India, Indonesia, Ireland, Malaysia, Norway, Pakistan, Poland, Saudi Arabia, Singapore, United Arab Emirates



**HF Surface Wave Radar for over-the-horizon Maritime Domain awareness and Exclusive Economic Zone surveillance up to 360km.**

**PRODUCTS/SERVICES**

Increasing maritime threats, such as terrorism, piracy, drug and human smuggling, have highlighted a growing need for a meaningful improvement in maritime surveillance and security systems. STRADIVARIUS HF radar is one of the most efficient solutions to meet this challenge. STRADIVARIUS is a HF Surface Wave Radar designed to detect targets beyond the horizon (200NM). It is the sole sensor capable to provide a full continuous EEZ surveillance 24/7, with affordable cost. Stradivarius is currently deployed on French Mediterranean Sea.

**REFERENCES**

DIGINEXT provides its systems to prestigious organizations such as DGA, Different MoDs, Thales, Sagem, NATO, Civil Security, Police forces in France and Europe, Nexter, DCNS, Airbus, IBM.

**ABOUT THE COMPANY**

DIGINEXT is internationally recognized for its capacity to innovate, its responsiveness together with the quality and the performance of its products. Diginext invests 20% of its turnover to reach a high level of technical expertise to address its markets

- Maritime Surveillance
- Navigation sensors
- Tactical Data Links
- Simulation, modeling and virtual reality
- Crisis management
- Military and maintenance training

**DIGINEXT**

**Phone:** +33 (0)4 42 90 82 82  
**Web:** www.diginext.fr  
**Contact:** Julien MONTROZIER  
**Email:** julien.montrozier@diginext.fr

**Turnover excluding tax:** 16,000,000€  
**Maritime turnover excluding tax:** 3,500,000€  
**Effective:** 200  
**Implantations:** Aix en Provence, Le Plessis Robinson, Toulouse





**ECA Group's unmanned systems perform critical mission functions from protection, surveillance, recognition, alerting to threat neutralisation. This mission driven solution is further enhanced and supported by a comprehensive training package.**

## PRODUCTS/SERVICES

- Harbor & Coastal Protection: multi-environmental unmanned platforms, USV Inspector, AUV A9 & UAV IT180 to face any kind of threats coming by air, surface, underwater.
- Single platform & integrated multiplatform training systems: Whole Warship Simulator, Submarine Simulator, Vessel Traffic Management System Simulator, Crisis Management oil spill Simulator, SAR Simulator.
- ECA Group has developed up to date solutions to manage the signatures of all kind of vessels, in particular magnetic ones, to minimize the risks against underwater mines.

## REFERENCES

- 40 years delivering combat proven solutions for French navy ships.
- ECA is operating more than 350 simulation systems in 20 Countries in Europe, Asia, America and Australia.
- Submarine's equipment chosen by Blue Water Navies for more than 80 years.

## ABOUT THE COMPANY

ECA Group's highly skilled personnel have been designing, developing, supplying & supporting robotic systems worldwide. These, as well as training simulators, remotely operated systems and special equipment, support the Homeland Security, Special Forces, Naval, Land and Air Force domains. ECA Group provides a complete range of solutions in all operational environments.

## ECA GROUP

**Phone:** +33 (0)4 94 08 90 00  
**Web:** [www.ecagroup.com](http://www.ecagroup.com)  
**Contact:** Valentin HANNS  
**Email:** [eca-rsm@ecagroup.com](mailto:eca-rsm@ecagroup.com)

**Turnover excluding tax:** 94 M€ in 2014  
 For its 3 departments: Robotics, Aerospace and Simulation.  
**Effective:** 600  
**Implantations:** Worldwide



**The SPYNEL 360 degree thermal imaging systems take wide-area surveillance to the next level. It gives early intrusion alert to any type of target, such as crawling men, small wooden boats, RIBs, etc.**

## PRODUCTS/SERVICES

The SPYNEL family comprises:

- The SPYNEL-X is the IRST (Infrared Search&Track) with the longest detection range on the market
- The SPYNEL-S automatically detects all human intrusions over a 12km-diameter area
- The SPYNEL-C is a proven system, ensuring the security of over 100 sites around the world
- The SPYNEL-U combines an uncooled LWIR camera with a high-resolution 360-degree visible channel
- The SPYNEL-M is a compact, rugged and cost-effective infrared radar for critical site protection

## REFERENCES

US Navy  
 French Navy  
 Ministries of Defense (Singapore, South Africa, USA)  
 Shell floating liquefied natural gas facility  
 Cotonou harbor  
 Defense Test Centers (France, Spain, UAE, Italy, Norway, Swiss Army...)

## ABOUT THE COMPANY

HGH is a global provider of wide area surveillance systems, for critical infrastructure protection, based on its award-winning 360 degree thermal camera, the SPYNEL, and the automatic intrusion detection and tracking software, CYCLOPE. Our system has been deployed for FOB protection in Afghanistan, ports, airports, critical infrastructure around the world.

## HGH Infrared Systems

**Phone:** +33 (0)1 69 35 47 70  
**Web:** www.ghg-infrared.com  
**Contact:** Edouard CAMPANA  
**Email:** hgh@ghg.fr

**Turnover excluding tax:** 8 M€

**Maritime turnover excluding tax:** 1 M€

**Effective:** 50

**Implantations:** France (Igny), USA (Boston), China (Beijing), India (Bengaluru), Singapore



MARITIME SECURITY

MARITIME SAFETY

MARITIME ENVIRONMENT

**Lacroix Company is a worldwide reference for selfprotection solutions (systems and effects) and services, based on pyrotechnic technology.**

## PRODUCTS/SERVICES

SEA STOPY: Merchant ships crew protection against piracy (protection of the ship's citadel with smoke and/or tear gas)

MARITIME COUGAR: a non-lethal warning system designed for harbor protection, merchant ships protection, government action at sea

Anti-missile Countermeasures: Corner Reflectors and Spectral Infrared Decoys to defeat Radar and Infrared guided threats

SYLENA: Lacroix Decoy Launcher system (anti-missile and torpedo)

Submarines launched devices

## REFERENCES

More than 20 navies fitted with Lacroix naval self-protection solutions.

## ABOUT THE COMPANY

Etienne LACROIX Tous Artifices SA, originally founded in France in 1848, is a worldwide leading company in the field of pyrotechnic solutions for Defense (Naval, Airborne and Land) and Security applications. Its activities span all aspects from preliminary analysis, product design to manufacture, including services (training, support in service, logistics, dismantling).

## ETIENNE LACROIX TOUS ARTIFICES

**Phone:** +33 (0)5 61 67 79 00

**Web:** [www.etienne-lacroix.com](http://www.etienne-lacroix.com)

**Contact:** Xavier CADOUR

**Email:** [xavier.cadour@etienne-lacroix.com](mailto:xavier.cadour@etienne-lacroix.com)

**Turnover excluding tax:** 100 M€

**Effective:** 600

**Implantation:** Route de Gaudiès - 09270 Mazères - France



MARITIME SECURITY

MARITIME SAFETY

MARITIME ENVIRONMENT

**As a major partner of the world's navies for over 30 years, MBDA has reinforced its offer regarding Defence and Maritime Security systems to best meet the requirements expressed by its export customers.**

## PRODUCTS/SERVICES

From the protection of harbour infrastructures, coastal surveillance, the fight against piracy right up to the defence of offshore installations, MBDA proposes a comprehensive range of products for the maritime security, taking account the wideness, complexity and forever evolving of environment and threats.

MBDA products include:

Missiles systems:

- Air Defence: Mistral family, VL Mica and Sea Ceptor systems,
- Anti-ship: Exocet and Marte families, Sea Venom, Sea Spear
- Coastal batteries
- Multimission protection systems: Sea Ranger

Training and Simulation systems

Customer Support and Services

## REFERENCES

MBDA's products equip several navies around the world  
MBDA launches Club Corsaire

## ABOUT THE COMPANY

MBDA is a world leading missile systems company with a comprehensive product range designed to meet the land, naval, and airborne guided weapon system requirements of each of the armed forces. MBDA is jointly owned by BAE Systems (37.5%), AIRBUS group (37.5%) and FINMECCANICA (25%) and is the first truly integrated European defence company. In 2013, the group recorded a turnover of 2.8 billion euros, produced about 3,000 missiles and achieved an order book of 10.8 billion euros. MBDA works with over 90 armed forces worldwide.

## MBDA

**Phone:** +33 (0)71 54 10 00

**Web:** [www.mbda-systems.com](http://www.mbda-systems.com)

**Contact:** Christophe LEDUC

**Email:** [christophe.leduc@mbda-systems.com](mailto:christophe.leduc@mbda-systems.com)

**Turnover excluding tax:** 2.4 bn euros

**Maritime turnover excluding tax:**

**Effective:** 10 000

**Implantation:**



MOBILIS



MARITIME SECURITY



MARITIME SAFETY



MARITIME ENVIRONMENT

**Throught the years, MOBILIS developed solutions to ensure security of people and installations by for example using remote monitoring or data acquisition buoys.**

## PRODUCTS/SERVICES

Specializing in the design, development, manufacture and distribution of aid to navigation equipment, MOBILIS provides quality products. An engineering department is devoted to improve and complete the wide range of designs - according to the needs of our clients. This constant innovation offers a variety of adequate and appropriate solutions to the situations faced by our customers in the oceans, seas and rivers.

Mobilis offers solutions for remote control supervision and monitoring with AIS T3 (that gives information on AtoN (name, size, position...), CCTV camera, weather station and other operating systems. The VTS provides a real-time picture of ships movements and improves traffic management for more safety navigation.

Mobilis also offers a range of data buoys analyzing human impact, meteorological and oceanographic parameters and surveillance (tsunami, pollution...).

## REFERENCES

Mobilis works on various and different projects all around the world and each time, the client's need was different. Research, offshore applications, survey, mooring systems are a part of solutions that Mobilis can provide for.

## ABOUT THE COMPANY

Founded in 1990 Mobilis has stood out to be today one of the world leaders in the field of maritime signaling aids. MOBILIS is an industrial member of IALA/AISM, PIANC, French maritime Cluster, GICAN and Pôle Mer. MOBILIS respects the environment and privileges solutions which reduce the impact of human activity on the coast. Floats in polyethylene are without heavy metals. All parts of MOBILIS buoys are 100% recyclable. The solutions are planned for a minimum 20-year life cycle, using the materials which resist various climates and corrosion.

## MOBILIS SAS

**Phone:** +33 (0)4 42 37 15 00

**Web:** www.mobilis-sa.com

**Contact:** Léa ROSSANO

**Email:** lrossano@mobilis-sa.com

**Turnover excluding tax:** 15.8 M

**Maritime turnover excluding tax:** 15.8 M

**Effective:** 32

**Implantation:** Aix-en-Provence



### A CUSTOMIZED APPROACH

OCEA's constant objective is to bring to our customers a global offer through a customized consulting approach, a large choice of sea-proven boats and a complete set of services. Present and proactive at each stage of your project, collaborating together to define and propose clean-cut solutions, OCEA is your partner all the way.

## PRODUCTS/SERVICES

To address the Maritime Safety, Security and Environment market, OCEA developed a dedicated comprehensive offer including:

- A complete range of sea proven aluminum Fast Patrol Boats, Offshore Patrol Vessels and Offshore Support Vessels up to 85 m
- A complete package of Integrated Logistic Support services:
  - > Documentation for operating and maintaining the vessels
  - > Support means (spare parts, tools, CMMS...)
  - > Training of crews and maintenance teams
  - > On-site Technical Assistance

Our integrated design department and ISO9001 organization allow us to propose competitive solutions, optimized and customized to your needs.

## REFERENCES

OCEA has a proven and widely-recognized worldwide track record with more than 165 vessels operated in Europe, Middle East, Africa, Asia and South America.

## ABOUT THE COMPANY

Since 1987, OCEA is specialized in design, building, marketing and support of aluminium vessels up to 85 m. With 4 production sites in France OCEA delivers annually 15 to 25 vessels, monohull, catamaran or trimaran. 95% of OCEA's turnover is to export.

## OCEA

**Phone:** +33 (0)2 51 21 05 90

**Web:** [www.ocea.fr](http://www.ocea.fr)

**Contact:** Fabrice WEINBACH

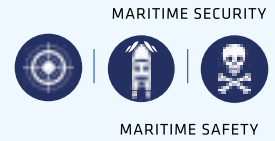
**Email:** [fweinbach@ocea.fr](mailto:fweinbach@ocea.fr)

**Turnover excluding tax:** 70M€ Average

**Maritime turnover excluding tax:** 62M€ Average

**Effective:** 290

**Implantations:** France: Les Sables d'Olonne, Fontenay Le Comte, Saint-Nazaire, La Rochelle Charente-Maritime  
West Indies: Guadeloupe



MARITIME ENVIRONMENT

**PELAGOS is a Reconized Security Organization (RSO) since 2005 and a Maritime training center for security.**

## PRODUCTS/SERVICES

### PELAGOS

- is providing Port Facility Security Assessment (PFSA) and Port Facility Security Plan following ISPS Code régulation
- is providing consulting to improve security of the supply chain
- is training organisation for Port Facility Security Officer (PFSO)
- is providing consulting for helicopter's opération at sea , design of helideck (off shore Oil & Gas, Wind farms etc.)

## REFERENCES

French Ministry of Transport

GPM DUNKERQUE, GPM LE HAVRE, GPM LA ROCHELLE, GPM NANTES, CCI du Var, CCI Bayonne, CCI Morlaix, CCI de la Martinique, CCI du Var Harbour of Mayotte, Papeete etc.

Group BOLLORE, Group LAFARGE, Sea Invest, TOTAL , EDF-EN etc.

Marsa Maroc, Agence Nationale des Ports, Morocco

## ABOUT THE COMPANY

PELAGOS Associes is a consulting company active since 1998 and specialized in the fields of maritime security and aviation (helicopter operations at sea for Oil&Gas, wind farms, helideck enginery) since 1998.

Most of the consultants are former officer of the French navy (commandos marine, maritime helicopter pilots, commanding officer of tanker etc.).

## PELAGOS ASSOCIES

**Phone:** +33 (0)6 12 53 08 74

**Web:** [www.pelagos.biz](http://www.pelagos.biz)

**Contact:** Pierre CASAU

**Email:** [p.casau@pelagos.biz](mailto:p.casau@pelagos.biz)

**Turnover excluding tax:** 350 K€

**Maritime turnover excluding tax:** 250 K €

**Effective:** 4

**Implantations:** France, with representation in Morocco, and Cameroon



**Involved in shipbuilding and ship repair since 1965, PIRIOU specializes in producing vessels up to 120m with high added value through a combination of high performance engineering and industrial sites in Europe, Africa and Asia.**

## PRODUCTS/SERVICES

- Fast coastal patrol vessels, offshore patrol vessels, multi mission vessels, hydrographic vessels, specialized vessels for training, transport or logistics
- Offshore Industry Crew Boats
- Wind Farm Support Vessels
- Tugs
- Work boats
- Passenger ships
- Tuna seiners and other fishing vessels
- Navires de Voyage and Yacht Support Vessels
- In-Service Support
- Training
- Trading

## REFERENCES

B2M Multi mission vessels / BSAH - OSSV Offshore Support and Supply Vessels / Almak 44 m Training vessel for the French Ministry of Defence / PLV Polar Logistic Vessel for the TAAF / OPV Offshore Patrol Vessels for the Gabonese Ministry of Defence / LCT 50 Landing craft tank for the Royal Moroccan Navy

## ABOUT THE COMPANY

PIRIOU provides a range of vessels that satisfy the needs of authorities and navies. Designed for crew excellence during missions, our patrol, multipurpose and specialized vessels are robust, reliable, easy to operate and maintain and equipped with customized mission systems.

In-Service Support expert, PIRIOU assists authorities and navies 24/7, worldwide, to ensure an optimal availability.

## PIRIOU

**Phone:** +33 (0)2 98 97 09 48

**Web:** [www.piriou.fr](http://www.piriou.fr)

**Contact:** Sales department

**Email:** [commercial@piriou.fr](mailto:commercial@piriou.fr)

**Turnover excluding tax:** 170 M € in 2015

**Effective:** 1200

**Implantation:** ZI DU MOROS – BP 521 - 29185 Concarneau  
Cedex - FRANCE





MARITIME SECURITY



MARITIME SAFETY



MARITIME ENVIRONMENT

**ProLarge and its affiliated companies deliver global support for marine surveillance mission, fully respectful of the prerogatives of nation State.**

## PRODUCTS/SERVICES

- Operational charter service of Ocean Eagle 43, aircraft and speed boat in support of maritime surveillance mission.
- Audit & evaluation
- Coaching, training, skill building & gearing up of crews, mission preparedness of State representatives for maritime surveillance missions
- Basic training and advanced level training drills for high-speed boat driving

Our services focus on the logistic support in order to allow Authorities to gain room for financial and operational manoeuvre on the State tasks.

## REFERENCES

- CMN gearing up of crews & training courses for crews
- DRTC training session for fast boat
- Logistic support for NGOs in war time (advice, training, management of shipping - Libya, Yemen)
- Gulf of Guinea: consulting service / naval surveillance capabilities
- Prospection for assault & security crafts- Oil & Gaz Cie

## ABOUT THE COMPANY

ProLarge has developed since 2009 a service of engineering and management of maritime projects. As prime contractor of all the means necessary for a project (ships, aircrafts, deep-sea, ) the company is specialized in the logistic and operational support for a wide spectrum of maritime missions.

## PROLARGE

**Phone:** +33 (0)2 97 85 24 85

**Web:** [www.prolarge.fr](http://www.prolarge.fr)

**Contact:** Guillaume d'ARCIMOLES

**Email:** [info@prolarge.fr](mailto:info@prolarge.fr)

**Turnover excluding tax:** 991 596 €

**Maritime turnover excluding tax:** 991.596 €

**Effective:** 5

**Implantations:** Ploemeur, Toulon, Cherbourg, La Rochelle



**RAIDCO MARINE is a French company located in Brittany, which designs and offers a comprehensive set of ranges of military and civilian ships mainly dedicated to the Governments' Actions at Sea.**

## PRODUCTS/SERVICES

Products: Offshore Patrol Vessels, Fast Patrol Boats, Intervention Launches, Fast Rigid Hull Inflatable Boats, Landing Ships, Passenger boats, Workboats. Length between 5 to 80 meters. Building materials are in GRP, in light alloy of aluminum and in steel.

Services: Delivery, training, maintenance, after-sale services, repairs and refit.

## REFERENCES

35 Administrations with a maritime component including 11 Navies of 17 countries are our Customers.

## ABOUT THE COMPANY

### RAIDCO MARINE INTERNATIONAL S.A.S.

**Phone:** +33 (0)2 97 87 08 75

**Web:** [www.raidco.com](http://www.raidco.com)

**Contact:** Pascal DALLE

**Email:** [raidco@raidco.com](mailto:raidco@raidco.com)

**Turnover excluding tax:** 21 542 278 €

**Maritime turnover excluding tax:** 21 542 278 €

**Effective:** ND

**Implantation:** Lorient



**Sagem offers high-performance, precision systems for military vessels of all sizes: navigation, detection and identification of threats at very long range, stabilization of weapons and self-defense systems. For submarines, Sagem develops upgradeable, modular optronics and high-performance navigation systems. These systems are operational with nuclear and conventional submarines, offering precision, discretion and efficiency.**

## PRODUCTS/SERVICES

### SURFACE VESSELS

SIGMA 40 and BLUE NAUTE for surface vessels, attitude and heading reference systems (AHRS), inertial navigation systems (INS), ring-laser-gyros, hemispherical resonator gyroscopes (HRG), etc.

Surveillance, monitoring, panoramic search-and-track and firing control functions: EOMS, VAMPIR, PASEO and VIGY OBSERVER.

self-defense system based on decoy launchers NGDS.

### SUBMARINES

Sigma 40 XP: INS.

Optronics systems: APS serie 20 penetrating periscopes, optronics masts and non-penetrating CSR serie 10 radar masts.

## REFERENCES

### SUBMARINES

SSBN Triomphant, SSN Améthyste and Barracuda, SSK Scorpène, SSK Collins, SSK U209, SSK KSS-III

### SURFACE VESSELS

All the french navy ships: CVN CHARLES DE GAULLE, DDG FREMM ,All the ASW and Surveillance frigates, ROYAL AUSTRALIAN NAVY: DDG HOBARTH, LHA NEW ZEALAND NAVY, CANADA NAVY, SINGAPORE NAVY,SOUTH KOREAN, SAUDI ARABIA, UAE, KOWEIT

## ABOUT THE COMPANY

Sagem, a Safran high-tech company:

- World or European leadership positions in optronics, avionics, electronics and critical software for both civil and military markets.
- No. 1 company in Europe and No. 3 worldwide for inertial navigation systems (INS)
- European leader in optronics and tactical UAV systems.
- Sagem and its subsidiaries employ 7,600 people in Europe, Asia-Pacific, North America and South America

## SAGEM

**Phone:** +33 (0)6 07 70 23 50

**Web:** [www.sagem.com](http://www.sagem.com)

**Contact:** Gilles CHAMPION

**Email:** [gilles.champion@sagem.com](mailto:gilles.champion@sagem.com)

**Turnover excluding tax:** 1500 M€

**Maritime turnover excluding tax:** 100 M€

**Effective:** 7000

**Implantation:** 20 quai du Point du Jour  
92210 Boulogne-Billancourt - FRANCE



MARITIME SECURITY

MARITIME SAFETY

MARITIME ENVIRONMENT



**Shore power is the only technology that allows cutting not only all air emissions from vessels at berth, but also noise and vibrations, improving environmental conditions in the port and coastal areas.**

## PRODUCTS/SERVICES

The Schneider Electric ShoreBoX™ is a pre-fabricated system hosted in a shelter that includes all necessary components to adapt the grid power to the need of the vessel. It is compliant with all applicable standards and includes an automation and control system to manage the installation, monitor the performance and register all data for purposes such as electricity billing, preventive maintenance, energy efficiency, etc.

## REFERENCES

Several ShoreBoX™ are installed, for example, in port of Los Angeles container and cruise terminals, in two navy ports in Morocco, in Port of Riga container terminal and in Port of Bergen OSV terminal. The 9 berths of phase I Kalibaru new container terminal in Djakarta will be equipped with a ShoreBoX™ each.

## ABOUT THE COMPANY

Schneider Electric is the global specialist in energy management and automation. With more than 90 years' experience in the maritime industries, Schneider Electric has a broad range of solutions for ports and marine including shore connection, ports and vessels electrical distribution, and vessel automation, electrical propulsion and secured power.

## SCHNEIDER ELECTRIC

**Phone:** +33 (0)8 25 01 29 99

**Web:** [www.schneider-electric.com](http://www.schneider-electric.com)

[www.schneider-electric.com/shore-connection](http://www.schneider-electric.com/shore-connection)

**Contact:** Silvia CABALLERO

**Email:** [global-shore-connection@schneider-electric.com](mailto:global-shore-connection@schneider-electric.com)

**Turnover excluding tax:** € 25 billion

**Effective:** +170.000

**Implantations:** + 100 countries



**SIGNALIS, the only reference in Maritime Safety and Security in the three key segments Vessel Traffic Services, Coastal Surveillance Systems and Critical Infrastructure Protection.**

## PRODUCTS/SERVICES

SIGNALIS specializes in the development of software and systems for Civilian and Military port surveillance, more largely on complex surveillance missions in all maritime environments and applications by integrating the latest sensor systems, communications and data processing technologies. SIGNALIS uses its experience and expertise to provide the latest technology in its Vessel Traffic Services (VTS) systems, Coastal Surveillance Systems (CSS), Critical Infrastructure surveillance for protection of O&G, Offshore & Shorebased assets (CIP).

SIGNALIS product solution, called STYRIS, is based on a modular System architecture allowing various sensors integration and friendly user interface to increase the performance of the operational user.

With a unique Test & Validation centre in La Ciotat (France), SIGNALIS offers state of the art solutions and services.

## REFERENCES

With over 200 VTS/CSS/CIP System worldwide in more than 50 countries (France with the SPATIONAV system, Germany, China, Malaysia, Canada, Kuwait, Qatar, Panama...) and more than 20 years of experience within maritime business, SIGNALIS is one of the most successful Vessel Traffic Services systems and Coastal Surveillance Systems suppliers on the market.

## ABOUT THE COMPANY

SIGNALIS is an AIRBUS Defense and Space and ATLAS ELEKTRONIK company and operates on a global scale. SIGNALIS can act as System integrator, Solution Supplier or Technology supplier (e.g. radar signal processing software). Its solutions integrate radars, AIS, cameras, radio communication and direction finder sensors, in order to present operators with a local operational picture.

## SIGNALIS

**Phone:** +33 (0)1 39 96 44 44

**Web:** [www.signalis.com](http://www.signalis.com)

**Contact:** Camille ROULSTONE

**Email:** [camille.roulstone@signalis.com](mailto:camille.roulstone@signalis.com)

**Turnover excluding tax:** 33 M€

**Maritime turnover excluding tax:** 33 M€

**Effective:** 200

**Implantation:** 9 rue Louis Rameau - 95873 BEZONS Cedex FRANCE



**Sillinger is building inflatable and semi-rigid boats since 1962 for professional and military use selling to more than 45 countries. Sillinger have a grate experience to build and integrate complete systems for navigation, communication, protection of crew and boat.**

## PRODUCTS/SERVICES

### RANGE:

- Rubber boats from 3m80 to 6m30,
- Rapid deployment boats (srd) for 8,10,12 men single inflation point
- Semi-rigid boats (proraid range) from 3m30 to 8m
- Semi-rigid RAFALE range from 9m50 to 12m
- Search and rescue (irb) 3m85

### EQUIPMENT:

- Armour protection (sas)
- Removable fitting on rail (metaops)
- Gun mount for 7.62 And 12.7 Mm
- Intercom
- Optronic
- GPS,VHF,UHF,

## REFERENCES

MARINE NATIONALE France, SNSM, SINGAPORE NAVY / DSTA, FEDERAL POLICE BRESIL, INDONESIAN NAVY, INDIAN COAST GUARDS, ROYAL NAVY UK, U.N.O, and many others (see our website)

## ABOUT THE COMPANY

### SILLINGER

**Phone:** +33 (0)2 54 81 08 32

**Web:** [www.sillinger.com](http://www.sillinger.com)

**Contact:** Ivan de Quatrebarbes

**Email:** [contact@sillinger.com](mailto:contact@sillinger.com)

**Turnover excluding tax:** 7M€

**Effective:** 40

**Implantation:** ZI DEBURAY - 41500 MER



**Sirehna provides turnkey solutions for specific needs which are efficient complements to global maritime surveillance systems and ensures the safety of operators in harsh environments.**

## PRODUCTS/SERVICES

### Main products:

- EasyDP (dynamic positioning system for all kinds of vessels)
- USV SURFISH (from automation kit to complete platform with physical & functional integration)
- Mobile surveillance station SEACURE for sensitive area protection

### Major sectors and markets:

- Defense
- Civilian maritime & yachting
- Oil & Gas
- Surveillance

## REFERENCES

- Bourbon, Jifmar, Kangnam, Saipem, Piriou, Bibby Maritime Ltd, Neptune Shipyards BV, Vinci Construction, HSVA, STX Europe, Fincantieri, Total
- I2C and PERSEUS projects 2010-2015 (7th Framework Program of the European Commission)
- Surveillance of Tall Ship Regatta Event (July 2013) in Toulon

## ABOUT THE COMPANY

Sirehna, a DCNS subsidiary, stands among the best European specialists in naval dynamic behaviors and maritime platforms. Sirehna offers a full product line, from embedded systems to USV (Unmanned Surface Vessels) and mobile surveillance systems ashore. Sirehna also commercializes services and expertise based on R&D studies applicable industrially (inertial/GPS, optic, hybridization, measures).

## SIREHNA

**Phone:** +33 (0)4 98 03 90 99  
**Mobile:** +33 (0)6 63 72 07 47  
**Web:** www.sirehna.com  
**Contact:** Vanessa NEDELLEC  
**Email:** sirehna@sirehna.com

**Turnover excluding tax:** 7 M€  
**Maritime turnover excluding tax:** 7 M€  
**Effective:** 70  
**Implantations:** Nantes and Toulon



**SOFRESUD is a high-tech French SME that designs, develops, installs and maintains innovative systems for Maritime Self-Protection & Security as well as for Naval Defense.**

## PRODUCTS/SERVICES

### **VMAS - Vessel Monitoring and Alert System**

VMAS is particularly dedicated to maritime assets and facilities surveillance against piracy or terrorism in high sensitive areas of the world from a remote operational centre.

The patented system provides a comprehensive maritime traffic picture using data coming from connected sensors (AIS, radar, video, etc.) and automatically alerts the operator of undesirable security configuration or suspicious situation.

### **Vessels Security: Integrated Anti boarding Water Cannon System**

SOFRESUD offers a non-lethal comprehensive and efficient solution to protect merchant ships or cruise line against malicious acts and to prevent maritime assaults from pirates. The patented Water Repelling System counters assailant boarding attempts up onto the ship's side. The system automatically monitors the water jet towards confirmed threats.

## REFERENCES

SOFRESUD works with main navies and Oil & Gas players around the world: Total Nigeria, ENGIE, Total Headquarter, French MoD, DCNS, FINCANTIERI/OSN, BAE, BNS and navies from France, Italy, United Kingdom, Norway, Morocco, Saudi Arabia, South Korea, Malaysia and Egypt.

## ABOUT THE COMPANY

Created in 1989 originally to work on National Defense's programs, SOFRESUD evolved towards the development and management of operational systems.

Since then, the company has a very proactive R&D policy steadily investing about 25% of its turnover in R&D activities. This choice led to new concepts and innovative products in the field of maritime surveillance and safety/security.

## SOFRESUD

**Phone:** +33 (0)4 94 11 57 00

**Web:** [www.sofresud.com](http://www.sofresud.com)

**Contact:** Patrice PLA

**Email:** [patrice.pla@sofresud.com](mailto:patrice.pla@sofresud.com)

**Turnover excluding tax:** 2.5 M€

**Maritime turnover excluding tax:** Same

**Effective:** 19

**Implantation:** La Seyne sur Mer 83500 - France





**Thales is a worldwide player in maritime safety & security and offers a wide panel of systems and equipment which allows customers to benefit from comprehensive products portfolio, system integration and project management capabilities.**

## PRODUCTS/SERVICES

Thales proposes complete airborne, land-based and sea-based maritime & coastal surveillance solutions and missions systems, onshore & offshore assets protection systems ranging from packaged off-the-shelf systems to customized high-end solutions with efficient services and support solutions for navies, coastguards, port authorities, industrial companies. Thales offers also sensors equipment (coastal and airborne radars & optronics), naval communications products.

## REFERENCES

Thales maritime surveillance & protection solutions are operational in the world for more than 30 years. More than 30 navies & coast guards are using every day Thales sensors, mission systems and surveillance solutions.

## ABOUT THE COMPANY

Thales is a world-leading player in the security market. With over 25,000 engineers and researchers present in 56 countries, we have a unique capability to design, to develop, to deploy and to support solutions for the world's most complex security requirements. Our security teams work with government agencies, local authorities and civil operators to protect citizens, sensitive data and critical infrastructure.

## THALES

**Phone:** +33 (0)1 57 77 80 00

**Web:** [www.thalesgroup.com](http://www.thalesgroup.com)

**Contact:** Hervé BRAIK / Denis PEAN

**Email:** [herve.braik@thalesgroup.com](mailto:herve.braik@thalesgroup.com) / [denis.pean@fr.thalesgroup.com](mailto:denis.pean@fr.thalesgroup.com)

**Turnover excluding tax:** 13B€ in 2014

**Maritime turnover excluding tax:** not disclosed

**Effective:** 61.000 employees

**Implantations:** several in France & outside France

▶ NOTES

Handwriting practice area with 20 horizontal dotted lines.



In accordance with Act No. 57 298 of 11 March 1957, the intellectual property of databases belongs exclusively to the publisher. It is forbidden to reproduce the whole or part of this publication, to reuse or take an extract from the whole or substantive quantitative or qualitative part of its content for non-private purposes without the prior permission of the publisher. Any marketing or communication to third parties, of the whole or part of this catalogue, made even without charge, is forbidden. This catalogue has been compiled using information obtained before 31st December, 2015.

The publisher is not responsible for changes subsequent to this date or for errors or omissions occurring during publication.



©Photos: Fotolia - Zentilia / ALSEAMAR / BERTIN / CNIM / CS / DCI / DCNS / DIGINEXT / ECA GROUP / HGH INFRARED SYSTEMS / LACROIX / MBDA / MOBILIS / OCEA / PELAGOS / PIRIOU / PROLARGE / RAIDCO MARINE / SAFRAN SAGEM / SCHNEIDER ELECTRIC / SIGNALIS / SILLINGER / SIREHNA / SOFRESUD / THALES - Design: ninodesigngraphic - Keller design

#ForSaferSeaS

A small red triangle pointing upwards, located at the bottom center of the page.



The GICAN is a professional organization bringing together French industrialists from the shipbuilding and maritime sector.

It unites major contractors, system and equipment providers, as well as SMEs and MMCs who contribute to the design, construction, maintenance and implementation of military vessels, medium and large tonnage trade vessels, and specialized vessels. They also play an important role in the emergence of Marine Renewable Energies. The GICAN's ambition is to promote the development of the French maritime industry, within the context of global economic "maritimization". This will allow the GICAN to play a leading role promoting, securing and protecting maritime, air-sea, submarine and coastal areas.

The aim of this organization is to promote and defend the interests of its member companies. Alongside representatives of other industries and groups, both French and European, it has the qualifications to initiate and implement all issues that affect the development of the naval and maritime industry.

#### Key figures:

- **165\*** member companies
- A turnover of approximately **8.5 billion** euros accumulated for the French industry
- More than **40.000** jobs

\*figures as of 10th June 2015 including hubs and clusters that represent a sphere of influence of more than 500 companies.

**"The sea is an area of freedom where new economic growth is taking place on a global scale: "blue growth". But the sea is also rough, numerous dangers threaten our future and compromise its success."**

*Patrick Boissier, Chairman of GICAN*



### **French Maritime Industry Group**

60 rue de Monceau - 75008 Paris - FRANCE  
Tel: +33 (0)1 56 59 15 15 - Fax: +33 (0)1 45 63 59 37  
E-mail: [contact@gican.asso.fr](mailto:contact@gican.asso.fr)  
[www.gican.asso.fr](http://www.gican.asso.fr)