

Maritime Analysis Tools

Industry Day

Madrid 07Sep17

Research & Innovation Unit
Risk Analysis Unit

Meeting Participation

- Frontex
 - Capacity Building Division & Operations Division
- Other EU Agencies
 - EMSA& SATCEN
- Member States
 - Bulgaria, Estonia, France, Germany, Greece, Italy, Latvia, Lithuania, Poland, Portugal, Romania, Spain, Sweden, UK.
- Industry
 - Airbus/Signalis, BAE, Leonardo/E-Geos, Lloyd, Luciad, PAE-CAMTES, Windward.

Meeting Purpose

- Identify market characteristics for Maritime Analysis Tools and services
- Gather information that assists Frontex in planning the purchase

Support Frontex Planning

- Help understanding:
 - how this particular market works;
 - potential suppliers constraints;
 - existing analysis tools or services that may satisfy our requirements;
 - anticipate costs and timeframes.
- Help to:
 - describe requirements;
 - manage procurement risks;
 - achieve value for money.

Agenda

	Activity	Presenter
09:00 - 09:20	Welcome & Introduction	Guardia Civil/ Frontex
09:20 - 10:00	Open Presentation/ demo	PAE National Security Solutions (CAMTES)
10:00 - 10:40	Open Presentation/ demo	BAE Systems/Blanch International
10:40 - 11:00	<i>Coffee break</i>	
11:00 - 11:40	Open Presentation/ demo	Leonardo S.p.a. & E-GEOS
11:40 - 12:20	Open Presentation/ demo	Luciad
12:30 - 13:30	<i>Lunch break</i>	
13:50 - 14:30	Closed Presentation/ demo	Windward
14:30 - 15:10	Closed Presentation/ demo	Airbus DS & Signallis
15:10 - 15:50	Closed Presentation/ demo	Lloyd's List Intelligence & SecureBorders Group
15:50 - 16:20	<i>Coffee break</i>	
16:20 - 17.00	Wrap-up, Q&A	Frontex, Agencies, Member States
17:00 - 18:00	NCC Presentation and visit	Guardia Civil

Presentations Choreography

- **Open & Closed sessions**
- **Forty minutes sharp including Q&A**
- **Presentation structure:**
 - General information on your company
 - Your tool's behavioural analysis capacity
 - The way your tool manages vessels' historical data
 - Integration into your tool of relevant open source information
 - Support to risk assessment included in your tool
 - Other points

Companies Presentation

- **Morning**

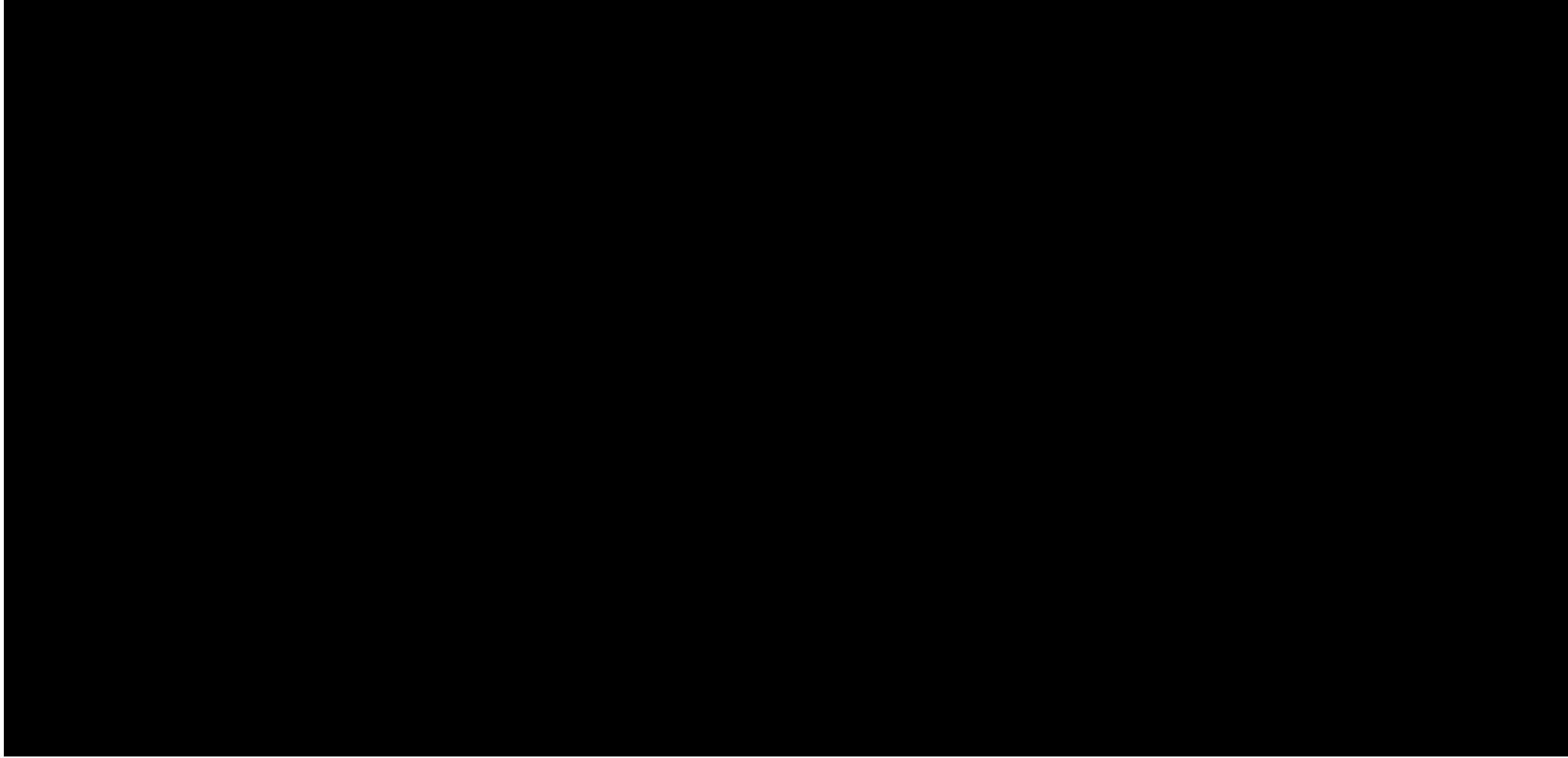
- PAE National Security Solutions (CAMTES)
- BAE Systems/ Blanch International
- Leonardo S.p.a. & E-GEOS
- Luciad

- **Afternoon**

- Windward
- Airbus DS & Signallis
- Lloyd's List Intelligence & SecureBorders Group

Government Only Session

Initial Assessment



MSs Experience with Maritime Analysis Tools



- Question to MSs: ‘what is your experience with these tools?’

Planned Timeline

- Publish Open Tender (initial licenses 4-5?)
 - 4th quarter 2017
- Sign 9 a months Service Provision Contract
 - 2nd quarter 2018
- Evaluate Results decision to extend or terminate contract
 - 4th quarter 2018
- (optional: Procure four years Service Provision of 'x' licenses)
 - 1st quarter 2019

For discussion