

Meeting Frontex-Border Guard Authorities-Industry 20-21 November 2018 -Report-

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The technological progress in this field is fast nowadays. For the stakeholders involved in the operational field and for the people participating in the process of building the border security capabilities to be connected with the newest developments ready to be deployed in the border control environment is a must. Knowing what are the Industry's/Academia's newest products/services/technologies/developments helps the community of practitioners in the field of border security to identify options and opportunities for developing future capacities, offer answers to specific questions and needs for this field, help to understand what the trends are and, especially for the researchers in this field, to see where they are in relation to what has been already done.

In this regard, Frontex is organizing annually 2 meetings with Industry active in the domain of border control technologies.

The meetings are organized each year at the end of April/beginning of May and at the end of October/beginning of November. They will support the process of updating and collecting information on the latest technologies/solutions/products/services existing on the market, in the field of border security and will be organized in the framework of the procedure in place for meetings with Industry. During the meetings, the Industry will brief Frontex and MSs experts on its portfolios of products and services in the field of border security. According to the procedure, a Visit Proposal Form (VPF) available at <http://btn.frontex.europa.eu/form/visit-proposal-form>¹ must be completed and submitted by companies in the field of border security technologies. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

The meeting organized at the end of April/beginning of May takes into account the selected proposals sent during the period September previous year-February current year. The meeting organized at the end of October/beginning of November considers the selected proposals sent by Industry during the period March-August the current year. Frontex experts select a number of companies, out of the received proposals, for each meeting.

From Frontex side, experts with scientific, technical and operational background attend. Starting with 2016, also the MSs border guard authorities are invited to attend. In 2018, for the first time also the Western Balkans countries members of the IPA II project (pre accession instrument) have been invited.

The details of the meetings are announced to the Industry, each year in March and September respectively.

The following picture reflects the procedure for the organization of the above mentioned meetings.

¹ **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Innovation Unit**.

Reg. No

*This designation is without prejudice to position on status, and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence.

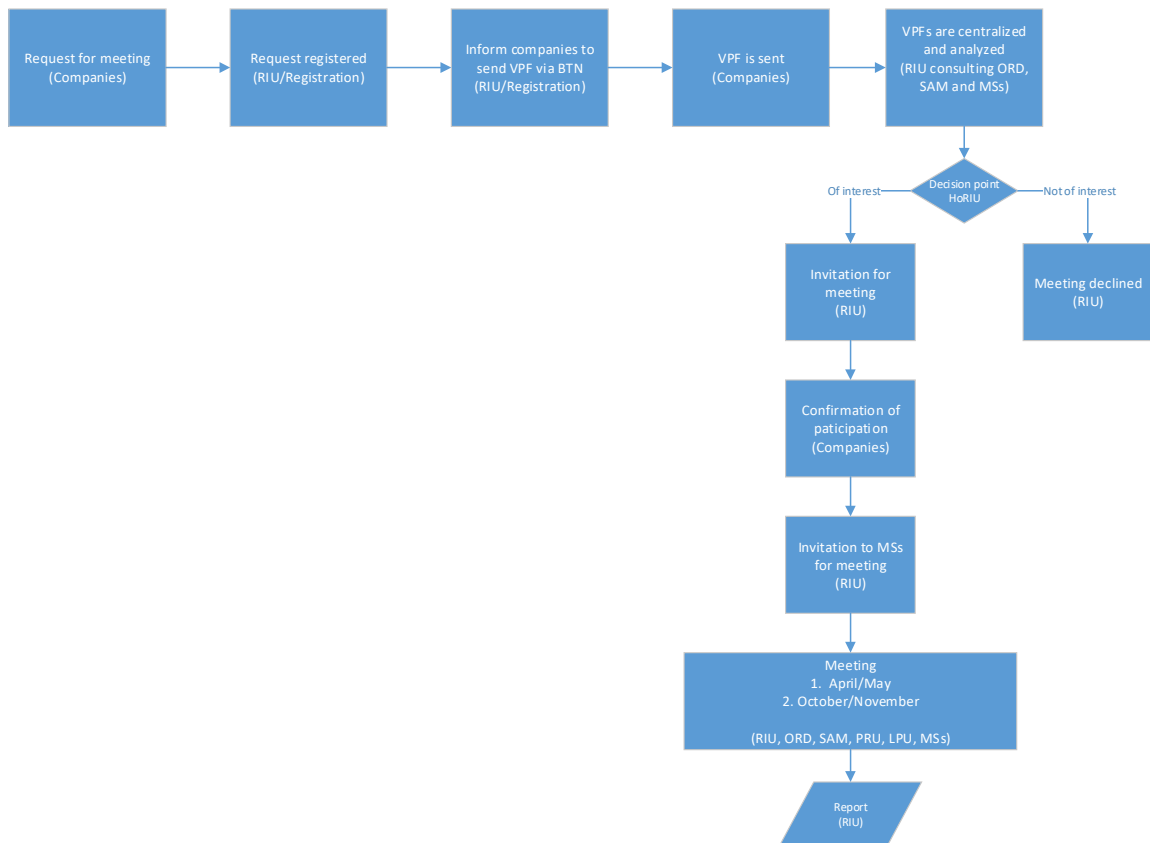


Fig. 1 Procedure for the meetings with Industry

The second meeting of 2018 took place on 20-21 November 2018. 13 companies participated (being selected by MSs, operational departments and RIU) out of 29 Visit Proposal Forms received.

The invited companies presented their portfolios according to the event's agenda.

Participants (~ 60 persons):

- 23 experts from 14 Member States and Western Balkan countries border guard authorities: Albania, Bosnia and Herzegovina, Bulgaria, Estonia, Greece, Latvia, Kosovo*, Montenegro, Poland, Slovakia, Slovenia, Serbia, Romania, the former Yugoslav Republic of Macedonia.
- 22 participants from Industry, representing the following 13 companies:
 - Geovox Security Inc.;
 - Thales;
 - OptoPrecision GmbH;
 - UAB "Brolis semiconductors";
 - Hensoldt Optronics GmbH;
 - Diades Marine;
 - Shilat Optronics;
 - Earthcube;
 - Elbit Systems;
 - BPI Services and AVDSolutions;

- **Leonardo S.p.A.;**
- **Micro Systemation AB**
- **T-Systems.**

- ~10 Frontex staff (Research and Innovation Unit, Pooled Resources Unit and operational departments).

The meeting was well received by the participants, discussions/questions & answers sessions taking place (especially in small groups, during the breaks) on different presented technologies/solutions. Feedback was also provided to industry during the meeting.