General Dynamics Corporation

Strength on Your Side®

- One of top five Global Defence Contractors
- Delivering capability to customers across the globe
- 95,100 employees worldwide
- 2012 revenues of $31.4bn
- Business units based in the United States, Canada, Mexico, Austria, Switzerland, Germany, Spain and the United Kingdom
About General Dynamics UK

General Dynamics UK

• In the UK for 50 years
• 1,650 people, £450M turnover, UK P&L
• Global supplier to three key customer segments
  → Defence
  → Government Agencies
  → Commercial Organisations

• Sectors
  → Defence
  → Security & Resilience

• Leading supplier to UK MoD in three critical areas:
  → C4I Systems
  → Armoured Fighting Vehicles
  → ISTAR/Force Protection, Special Forces, Counter Terrorism
Security and Resilience Solutions

• Ports Special Systems
• Oil and Gas Security and Telecommunications
• Borders and Perimeter Security
• Public Safety Networks and Communications
Defence Solutions

• Surveillance and Protection
• Deployable and Infrastructure Solutions
• C4I and TacCIS
• Electronic Systems
Systems Integration

Prime Systems Integrator

• **C4I**
  Bowman in over 15,000 vehicles

• **Civil Security**
  KPIZ port security system in UAE etc

• **Armoured Vehicles**
  Prime for SV, the British Army’s new tracked vehicle

• **Force Protection**
  ISO Persistent Surveillance (ISOPS)

• **Emergency Services**
  Delivering control centre operations globally
What is EDGE UK®?

- Facility
- Concept
- Philosophy
  - Innovation
  - Engagement
  - Collaboration
  - Demonstration
Purpose of EDGE

• Seek innovative solutions
• Add capability to our offerings
• Rapid product to market
• Demonstrate the art of the possible
• Better understand our customer’s needs
How do we do this?

- **Process**
  - Pursuit driven tech watch
  - NDA (IP always protected)
  - Capability discussion
  - Project idea
  - Steering Board – sponsor
  - Project execution – membership
  - Demonstration
  - Implementation
Members and Supporters

- Member
  - Undertakes a Project
  - Link to website
  - Article in General Dynamics UK newsletter
  - Included in report to General Dynamics in USA
  - Potential supplier
  - Keep in touch, updates, etc

- Supporter
  - No project identified
  - Link to website
  - Article in General Dynamics UK newsletter
  - Included in report to General Dynamics in USA
  - Potential supplier
  - Keep in touch, updates, etc
Facility

510 m²
The EDGE® Innovation Network

Key:
- Technology-Focused Centre
- User-Focused Centre
- Planned Centre (dashed outline)
Benefits of EDGE

• Customers
  • No cost or commitment yet evaluation and demonstration of innovative technologies

• EDGE UK® Members
  • Technology/product integration at minimal cost
  • IP always protected
  • Potential route to markets

• General Dynamics UK
  • Access to innovation
  • Customer / user engagement
  • Increased business
Some case studies…
Extreme Cases Ltd

- Mission Planning still paper and map based
- Difficult to collaborate with remote teams
- Commercial ultra-short throw, interactive projector.
- Portable, ruggedised Bird Table – Smart Beam™
Digital Barriers Ltd

- Military communications are very narrow band – sending video in real time is almost impossible
- Able to send useful video over 3.9 Kbps
- Does not require dedicated or ‘clean’ networks
• All liquids cost £400 per litre at the front line
• Enables user to ‘scavenge’ Power of Opportunity
• No need to know input voltage, etc
• Output is always 28V
• Will automatically charge or pull from a battery as needed
AMG-Panogenics Ltd

- Standard CCTV cameras have either blind spots or require multiple cameras to fully cover an area
- 360° camera is able to cover entire room – no blind spots
- Pan, zoom and tilt in software in camera – no moving parts
Maxord Ballistics Ltd

- Boomerang sniper detection system from Raytheon BBN currently gives audible information only (range and direction)
- EDGE UK® project to display sniper position on map and slew camera
EDGE UK® Summary

- Enables novel technology identification and investigation
- Helps customer to understand the art of the possible with no risk
- Ensures General Dynamics UK product lines continuously refreshed
- Facilitates the introduction of new suppliers into the supply chain
Any Questions?

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