



# EEZInG

## Tenders & Business Opportunities Bulletin 4 February 2010

### IMPORTANT NOTICE - Tender Opportunities Bulletins Circulation

The Tenders and Opportunities Bulletins that are sent out weekly are constructed to meet the needs of those companies who have joined specific Special Interest Groups (SIGs) which focus on those sectors where that Member operates.

Those wishing to have more information about the following SIGs can contact the relevant person who can send the Groups' Terms of Reference, and add you to the Membership if required to a nominated point of contact (POC), if different from the current A|D|S POC:

Defence Air Interest Group (D AIRInG), Defence Training Industry Group (DTIG) and Simulation and Training Advisory Group (STAG) - [Tracey.Higgs@adsgroup.org.uk](mailto:Tracey.Higgs@adsgroup.org.uk)  
Maritime Interest Group (MIG), NBC(UK) and Exclusive Economic Zone Interest Group (EEZInG) - [Ingrid.Correa@adsgroup.org.uk](mailto:Ingrid.Correa@adsgroup.org.uk)  
Land Interest Group (LANDInG) and Clothing Interest Group (CLING) - [Kelly.Wyatt@adsgroup.org.uk](mailto:Kelly.Wyatt@adsgroup.org.uk)

However, for EEZInG and NBC(UK) you will need to be Members of these special interest groups already. If you are not already, then you should make contact with Ingrid Correa ([Ingrid.Correa@adsgroup.org.uk](mailto:Ingrid.Correa@adsgroup.org.uk)) to take out Membership of either/both of these bodies, in the first instance.

With regard to the general A|D|S Marketing Newsletter on generic tenders and opportunities, this is **ONLY** sent out to A|D|S Member Companies' central focal point contacts. If you want to arrange internally who wants to volunteer to take on this role, then please discuss this within your company and get back to our Membership Executive, Mrs Shelagh Edwards ([Shelagh.Edwards@adsgroup.org.uk](mailto:Shelagh.Edwards@adsgroup.org.uk)), to confirm that you want this to be the case for the future, and that nominated focal point of contact would be happy to receive **ALL** correspondence from us on everything.

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[www.adsgroup.org.uk](http://www.adsgroup.org.uk)

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Reg. No. 7016635 England & Wales.

## Search/Disposal

### NEW ZEALAND

GETS - [www.gets.govt.nz](http://www.gets.govt.nz)

Unable to search by document number, but all procurement opportunities are listed in numerical order. Access website, click on basic tender information. Scroll through list until you find the corresponding document number.

### Review of the Provision of Support Services for CAA and AvSec

**Doc Number: 28347**

**Type:** Request for Proposal

**Issuing Authority:** Civil Aviation Authority

Graeme Harris

Assistant Director

New Zealand Civil Aviation Authority

PO Box 31 441

Lower Hutt

Fax: (04) 569 2024

Email address: [harrisg@caa.govt.nz](mailto:harrisg@caa.govt.nz)

**Description:** CAA is New Zealand's regulatory agency for the establishment and monitoring of civil aviation safety and security standards; investigation of incidents; and the promotion of safety and security.

AvSec provides aviation security services for international and domestic air operations, including security of passengers, freight, baggage screening, and airport security.

The purpose of this Request for Proposal ("RFP") is to invite external companies to submit their proposals to investigate and make recommendations regarding the most effective and cost efficient means of providing any services required to support AvSec and CAA statutory functions whilst retaining the segregation required by existing legislative requirements.

**Timescales:** Monday, 8th of February 2010 at 3:00 pm

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**UNITED STATES OF AMERICA**

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

**MobileTrace detector (P0007027)**

**Doc Number:** W15QKN-10-X-0142

**Type:** Sources Sought

**Issuing Authority:** Department of the Army

**Description:** The Joint Munitions and Lethality Contracting Centre on behalf of PM IED Defeat/Protect Force is seeking sources for the production of the P0007027 Mobile Trace detector. This item will be used to support Soldier training and to replace non-repairable assets. The Mobile Trace is currently used by Soldiers at entry control points to identify individuals handling or possessing trace levels of explosives.

The Government requires that the P0007027 Mobile Trace unit be packaged in a durable ruggedized case with hand wand sampler, stylus, keyboard, shoulder strap, two rechargeable batteries, battery charger, AC and DC power cords, electronic user manual and maintenance log, as well as health hazard datasheets to include certification of radiation source. The Government also requires a service contract for 24x7 call centre troubleshooting support and the repair or part replacement of current assets in use by Soldiers and a first year warranty for new units.

Interested sources must describe all consumables needed to support system operation and maintenance that would include by are not limited to a: cloth LCD screen cleaner, stylus, calibration traps or pen, canned air or air bulb, cotton gloves, negative mode dopant, dryer material, sample traps, saturated swabs, membrane, membrane replacement kit, verification trap or pen, positive ion dopant, and fan filter.

**Timescales:** February 23, 2010

**Hotlink:**

[https://www.fbo.gov/?s=opportunity&mode=form&id=10b98a628c1d9e5580efe1b8d13c72e3&tab=core&\\_cvview=0](https://www.fbo.gov/?s=opportunity&mode=form&id=10b98a628c1d9e5580efe1b8d13c72e3&tab=core&_cvview=0)

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## Surveillance

CANADA

<http://www.merx.com/>

MERX Canadian Public Tenders

A Hotlink is provided to access the full documentation of any Notice identified.

### Provision of Security Digital Video Recording System and Related Supplies, Thunder Bay Jail

Doc Number: 190282

Type: Request for Proposal (RFP)

Issuing Authority: Ministry of Government Services, Ontario Shared Services

Description: The Ministry of Community Safety and Correctional Services is issuing this Request for Proposals ("RFP") as an invitation to prospective Proponents to submit proposals for the provision of Security Digital Video Recording System and Related Supplies, over a three (3) year period with an option to extend for an additional one (1) year period.

The Thunder Bay Jail has reviewed the existing audio/video technology used in facilities and cell lockup area of all Jails located in the Province of Ontario. This review has identified various technologies currently being used to record and capture cell video including analogue and some digital formats. The Thunder Bay Jail is looking for a cost effective and efficient solution to ensure that the Thunder Bay Jail has a standardized system of capturing surveillance video within the Thunder Bay Jail.

The objective is to purchase a PC-based, Internet-enabled, 32-channel Security DVR System and Related Supplies for the Thunder Bay Jail (the "DVR Solution"). The DVR Solution is to include equipment for operational requirements, related equipment components (e.g., multiplexer(s), PC(s) with Windows XP, perpetual licensed Firmware, Cameras and peripherals) as and when required, related warranty and maintenance services.

The Thunder Bay Jail intends to initially purchase one (1) DVR Solution, with possibly as many as 18 additional Cameras for the system over the term of the Agreement. The actual initial order quantities will be confirmed after the contract execution. It is intended to:

- (a) To replace but be functionally compatible with the existing analogue surveillance camera system
- (b) Replace existing technology and to equip facility with digital video coverage
- (c) Interface with a variety of types of existing analogue cameras
- (d) Be able to support additional cameras acquired under the Agreement
- (e) Be functional as a stand-alone Solution than can interface with the facilities Local Area Network if required (Microsoft Windows XP)
- (f) To produce imaging results suitable as evidence
- (g) To operate when the facility is being powered by a back up generator

during power outages

Timescales: 2010-02-22 11:00 AM Eastern Standard Time EST

Hotlink:

[http://www.merx.com/English/SUPPLIER\\_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=190282&src=osr&FED\\_ONLY=0&ACTION=PAGE3&rowcount=285&lastpage=29&hcode=m6R3uXk9hoQTPY7ziAZluQ%3d%3d](http://www.merx.com/English/SUPPLIER_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=190282&src=osr&FED_ONLY=0&ACTION=PAGE3&rowcount=285&lastpage=29&hcode=m6R3uXk9hoQTPY7ziAZluQ%3d%3d)

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UNITED STATES OF AMERICA

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

**Mobile Surveillance Capability (MSC)**

**Doc Number:** HSBP1010R2914

**Type:** Modification/Amendment

**Issuing Authority:** Department of Homeland Security

**Description:** Amendment 00003: In order to amend solicitation HSBP1010R2914 the following changes are made:

a. Block 11 is revised to indicate that the hour and date specified for receipt of Offers is extended. The revised offer due date/local time (Solicitation Number HSBP1010R2914 dated 12/22/09, Block 8) is changed to 2-26-2010/1200.

b. The Government desires delivery of the 2 Test Units (CLIN 0001) within 60 calendar days from the date of award but will allow the Offerors to propose an alternate delivery date beyond 60 calendar days. To reflect this desire, the date of delivery of the 2 First Article Test Units will be included as evaluation technical capability sub factor 8 (Section M.4). Technical capability sub factor 8 will be weighted less important than each of the technical capability sub factors 1-7.

c. It is anticipated that further clarifications will be posted to FEDBIZOPPS in the near future.

\*\*Responses will be made only to written inquiries addressed to the Contracting Officer at [msc@dhs.gov](mailto:msc@dhs.gov). Telephone inquiries will not be addressed.

Timescales: Feb 26, 2010 12:00 pm Eastern

Hotlink:

[https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=1d7fcee91aa6390a09aed6f4f75ff8fe&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=1d7fcee91aa6390a09aed6f4f75ff8fe&_cview=0)

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## **Communications**

UNITED STATES OF AMERICA

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

### **Non-Radio Frequency Communications**

**Doc Number: W15QKN-10-X-0502**

**Type:** Sources Sought

**Issuing Authority:** Department of the Army

**Description:** Director, Joint Ground Robotics Enterprise (JGRE) is seeking sources interested in providing a low cost, non-radio frequency communications capability for unmanned ground vehicles for the Joint Services. In today's military, unmanned systems are highly desired by combatant commanders for the versatility and persistence. By performing tasks such as surveillance; signal intelligence; precision target designation; improvised explosive device detection and defeat; tunnel exploration and mapping; mine detection and clearing; and chemical, biological, radiological, nuclear reconnaissance, unmanned systems have made key contributions to the Global War on Terror. Current unmanned systems predominantly utilize radio frequency (RF) bandwidth communications systems. With this continued employment of increasingly sophisticated forces of unmanned systems, an ever-increasing demand for range, power and degraded environmental conditions continues to hinder development and performance. Director, JGRE seeks robust wireless communication systems for unmanned ground vehicles that utilize infrared and ultraviolet free space optical technologies which are much less susceptible to electromagnetic interference (EMI) and frequency de-confliction issues. A working knowledge of ground robotics and unmanned systems is required. Responses should include suggestions on design approaches with regards to:

- 1) Robust performance in urban, rural and austere environments with EMI;
- 2) Vehicle integration strategy, to reduce cost in all program areas including ideas for vehicle-related integration solutions utilizing current/approved onboard systems;
- 3) Improving Line-of-sight (LOS) and non-line-of-sight (NLOS) performance in urban and rural environments;
- 4) Increased capacity/peak performance; data rates (>3Mb/s); low-latency (<200ms) video and command and control data transmission including time for encoding and encoding digital video and encryption
- 5) Technology solutions with readiness levels that can support production and fielding within the next 3-5 years.

**Timescales:** February 26, 2010

**Hotlink:**

[https://www.fbo.gov/index?s=opportunity&mode=form&id=8e854334db7f5afd1c26d4f765880c8a&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=8e854334db7f5afd1c26d4f765880c8a&tab=core&_cview=0)

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**Access to the State of Michigan owned law enforcement radio communication system frequency**

**Doc Number: 20048037**

**Type:** Pre-solicitation

**Issuing Authority:** Department of Homeland Security

**Description:** U.S. Customs and Border Protection (CBP) intends to award a sole source procurement to the MICHIGAN DEPARTMENT OF MANAGEMENT AND BUDGET, 320 S. Walnut St Lansing Michigan 48933. The purpose of this acquisition is to obtain access to the State of Michigan owned law enforcement radio communication system frequency. This radio frequency access will be used for mission essential radio communication with other law enforcement agencies in support of the U.S. Border Patrol. This service is solely for access to the radio frequency, and does not include the purchase of any supplies. The North American Industry Classification System (NAICS) code for this acquisition is 921190, this is not a small business set aside. Michigan Department of Management and Budget is uniquely qualified to provide these services due to the fact that no other vendor has been found that is able to provide this specific frequency access. The Michigan Department of Management and Budget appears to be the sole vendor capable of providing access to this frequency. In accordance with FAR 6.301 "Only one responsible source and no other supplies or services will satisfy Agency requirements", CBP has determined the Michigan Department of Management and Budget to be the only vendor capable of satisfying the requirements stated above. This notice of intent is not a request for competitive proposals. Notwithstanding, any interested vendor that believes it is capable of meeting the requirement stated herein may submit written qualifications, which if received within 5 calendar days of the date of this announcement, will be considered.

**Timescales:** Feb 08, 2010 10:00 am Eastern

**Hotlink:**

[https://www.fbo.gov/?s=opportunity&mode=form&id=9b7ecda117fefbf4f032ad7f773a1b2b&tab=core&\\_cvview=0](https://www.fbo.gov/?s=opportunity&mode=form&id=9b7ecda117fefbf4f032ad7f773a1b2b&tab=core&_cvview=0)

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**Consultancy**

**UNITED NATIONS**

Doing Business with the UN

<http://www.un.org/partners/business/otherpages/procure.htm>

A Hotlink is provided to access the full documentation of any Notice identified.

This weeks procurement listings can be found on

<http://www.un.org/Depts/ptd/pdf/solicitations.pdf>

**Consultancy services for the implementation of the United Nations Rule of Law Indicators in four (4) countries with peacekeeping operations**

**Doc Number:** EOIVG15366

**Type:** Expression of Interest

**Issuing Authority:** United Nations Procurement Division (UN/PD)  
golubnichy@un.org

**Description:** The United Nations Procurement Division (UN/PD) will shortly be issuing a solicitation for the abovementioned services and is requesting expressions of interest from qualified firms / consultants to provide the services detail hereunder.

**Background:**

The Department of Peacekeeping Operations and the Office of the United Nations High Commissioner for Human Rights, in coordination with other United Nations stakeholders and the World Bank, initiated in June 2008 the development of United Nations Rule of Law Indicators. The objective of this initiative is to identify the strengths and challenges of the rule of law sector in a given country in order to assist national authorities in their rule of law reform efforts, including the development of national rule of law strategies. In addition, the United Nations Rule of Law Indicators will assist donors and other stakeholders in better planning their rule of law support programming. Such a set of indicators will be used, if and when agreed by the Government concerned, to obtain information regarding law enforcement agencies and the judicial and prison systems in a given country, and the transformation of these institutions over time. It will focus on criminal justice institutions and legislation owing to their importance for peace and security in post conflict settings. Consultancy services are hereby requested for the implementation of the United Nations Rule of Law Indicators in four (4) countries with peacekeeping operations, to be determined, starting in 2010.

**Timescales:** 15 February 2010

**Hotlink:** <http://www.un.org/Depts/ptd/pdf/eoi5366.pdf>

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## **Research and Development**

**UNITED STATES OF AMERICA**

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

### **Biosurveillance Information Source initiative (BISI)**

**Doc Number:** HSHQDC-09-Q-00548

**Type:** Combined Synopsis/Solicitation

**Issuing Authority:** Department of Homeland Security

**Description:** 1. In the midst of the 2009-H1N1 pandemic and in preparation for other biosurveillance events of potential national significance, DHS' Office of Health Affairs' Weapons of Mass Destruction and BioDefense

Division, National Biosurveillance Integration Centre (NBIC) has an urgent need to obtain verified biosurveillance data. The contractor shall provide an information discovery and search, analysis and reporting system able to provide NBIC the data needed in support of its mission.

## 2 Specific Tasks

2.1 The contractor shall provide NBIC biosurveillance information electronically and include at minimum:

- An established operational system for communicating near real-time information of worldwide disease, chemical exposure, or radiological exposure events
- Verified early indications and warnings of disease, chemical exposure, or radiological exposure threats to humans, animals, or plants
- Verified analytical reporting of potential occurrences of human, animal, plant, food, pharmaceutical, air, and water events of national interest
- Detailed sources and methods of verification and validation for information provided.
- Each report will provide information categories: location, severity, disease, agent, affected host organism(s), fomite (to include food and pharmaceuticals), and biological vectors for filtering by NBIC analysts
- Accurate and relevant information unavailable via a general web search (e.g. Google)
- Provide potentially new information for the ongoing 2009 H1N1 pandemic
- Meets SAS-70 compliance.
- Allows NBIC to target and sort information and focus analyst efforts as desired.
- 24/7 timeliness of data

Timescales: Feb 11, 2010 3:00 pm

Hotlink:

[https://www.fbo.gov/?s=opportunity&mode=form&id=0166f3885f2f3d41631ddc4a935007c8&tab=core&\\_cview=1](https://www.fbo.gov/?s=opportunity&mode=form&id=0166f3885f2f3d41631ddc4a935007c8&tab=core&_cview=1)

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### **Request for Information (RFI): Novel Biometric Signatures**

**Doc Number:** IARPA-RFI-10-02

**Type:** Pre-solicitation

**Issuing Authority:** Office of the Director of National Intelligence

**Description:** Since 9/11, the Intelligence Community's (IC) need for reliable biometric recognition performance has expanded beyond today's access control and verification applications that operate within tightly controlled conditions. The IARPA Smart Collection Office is seeking innovative ideas and concepts for the advancement of standoff biometrics technologies. IARPA's objective is to maintain a high degree of recognition accuracy (i.e. level of confidence associated with the match/non-match of biometric signatures derived from two distinct observations), while pushing the range of acquisition as far as possible and requiring minimal cooperation from the subject. The emphasis is on classifying and recognizing unique human phenomenology (i.e. anatomical, physiological, and/or behavioural), or novel biometric signatures, that may be acquired from significantly greater

ranges than from today's commercially available biometrics technology. This could include new or unproven signatures, whose efficacy and potential are little understood, and which are not considered top tier biometric modalities.

More specifically, IARPA is interested in novel biometric signatures that can be captured by non-contact methods; i.e., not involving immediate proximity to a sensor. Specific signatures that currently require close sensor proximity may be considered only if a reasonable technology development path exists to permit the acquisition of such signatures from significant ranges (i.e. in excess of 50 meters). While this RFI is not interested in addressing the fusion of biometric signatures, scientific approaches must include any techniques necessary to ensure signatures of interest are being derived from human sources. Also not of interest are techniques or technologies that exploit face, ocular (including iris), and voice or speech biometric modalities.

The purpose of this RFI is to gather input for an upcoming IARPA Workshop on Novel Biometric Signatures anticipated to take place on 31 March to 1 April 2010 in the Washington, DC Metro Area. The workshop objective is to understand the potential feasibility and limitations of novel biometric signatures. Participants will be selected primarily from respondents to this RFI. Workshop participation will be limited to US citizens and permanent US residents. This workshop seeks to accomplish the following:

- 1) Identify novel biometric signatures-the phenomenology corresponding to human processes/structures based on anatomical, physiological, and/or behavioural characteristics that may exhibit distinct features and are likely observable from significant ranges; and
- 2) Explore non-traditional sensing methods-to include all aspects of transduction (i.e. emissive or modulation-based), propagation, and acquisition (may include techniques for distortion correction) of the signature(s) of interest from significant ranges.

While the practical aspects of operations and deployment are not considerations at this stage, IARPA also seeks to understand the potential size, weight, and power characteristics of technologies being presented. It is expected that research efforts into these novel biometric signatures will ultimately provide new capabilities in human recognition that heretofore have not been feasible.

### **Workshop Format**

It is anticipated that this upcoming two-day workshop will bring together researchers from diverse disciplines, including the biological sciences, computer science, physics, and engineering. As such, it presents unique opportunities for cross-disciplinary dialogue that address the unique challenges of potential signatures. The format will offer an opportunity for participants to educate both IARPA and one another in their disciplines and research, as well as provide a forum to facilitate the cross pollination of ideas.

### **Preparation Instructions to Respondents**

IARPA invites respondents to submit ideas related to this topic for use by the Government in formulating a potential program. IARPA requests that submittals briefly and clearly describe the potential approach or concept, outline critical technical issues, and comment on the expected performance, robustness, and a rough estimated cost of the proposed approach. This announcement contains all of the information required to submit a response. No additional forms, kit, or other materials are needed.

**Timescales:** Mar 04, 2010 5:00 pm Eastern

**Hotlink:**

[https://www.fbo.gov/?s=opportunity&mode=form&id=4b8525b82beee1c891a9ae89b15776b8&tab=core&\\_cview=1](https://www.fbo.gov/?s=opportunity&mode=form&id=4b8525b82beee1c891a9ae89b15776b8&tab=core&_cview=1)

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## **Personal Equipment**

UNITED STATES OF AMERICA

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

### **Tactical Equipment II**

**Doc Number:** 10520H1245

**Type:** Combined Synopsis/Solicitation

**Issuing Authority:** U.S. Department of State

**Description:** The Department of State requires the following items, Brand Name or Equal, to the following:

LI 001, "D-TECT SYSTEM MINI RAD-D MODEL MRD 1260-100 MRG1260-100 W NYLON CASE AND BATTERIES", 24, EA;

LI 002, JANE'S CHEM-BIO HANDBOOK SPANISH, 28, EA;

LI 003, BUSTER K910B CONTRABAND DETECTOR, 1, EA;

LI 004, LEICA DISTO D2 LASER DISTANCE METER, 1, EA;

LI 005, C420 NATIONAL GUARD KIT/ PROMASK PAPER IN- 60122-001, 1, EA;

LI 006, DUPONT TYCHEM LV SUITES XL, 1, EA;

LI 007, ONGUARD POLYMAX 16" CHEMICAL RESISTANT BOOTS SIZE 12, 1, EA;

LI 008, BUTYL GLOVES 25 MIL 14" SIZE 10, 2, EA;

LI 009, NITRILE GLOVES, FLOCKLINING 17 MIL 13" SIZE 10, 2, EA;

LI 010, EVIDENCE COLLECTION KIT SIRCHIE MEC100, 1, EA;

LI 011, PELICAN CASE MODEL 1690 ( NO FOAM ) LARGE TANSPORT CASE CATELOGUE #1694, 1, EA;

**Timescales:** February 8, 2010

**Hotlink:**

[https://www.fbo.gov/?s=opportunity&mode=form&id=820e5c8395aa9841970d9880c2f302d4&tab=core&\\_cview=0](https://www.fbo.gov/?s=opportunity&mode=form&id=820e5c8395aa9841970d9880c2f302d4&tab=core&_cview=0)

See also:

[https://www.fbo.gov/?s=opportunity&mode=form&id=f38f9ccd6322b5991a67e18b470f1bca&tab=core&\\_cview=0](https://www.fbo.gov/?s=opportunity&mode=form&id=f38f9ccd6322b5991a67e18b470f1bca&tab=core&_cview=0)

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## **Miscellaneous.**

EUROPE - Official Journal  
[www.ted.europa.eu](http://www.ted.europa.eu)

The following provides a synopsis of Contract Notices contained on the Official Journal. To access the full documentation of any Notice identified, access website then click on EN, Click on extended search, insert the Doc Number contained in the synopsis below into document number field.

### **GH-Accra: EDF – supply and delivery of forensic science laboratory equipment to the Criminal Investigation Department of the Ghana Police Service**

**Doc Number: 031563-2010**

**Type: Supply procurement notice**

**Issuing Authority:** Ministry of Finance and Economic Planning.

**Description:** Supply and delivery of forensic science laboratory equipment to the Criminal Investigation Department of the Ghana Police Service. The equipment is to be delivered to the premises of the Ghana Police Laboratory in Accra, Ghana.

**Timescales:** 14.4.2010 (10:00), at the National Authorising Officer of the EDF, Ministry of Finance and Economic Planning, attention: Director ERM-M, PO Box MB40, room 318, Accra, GHANA.

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### **TD-N'Djamena: EDF – provision of technical assistance for the PAFSI project (project to support the internal security forces in Chad)**

**Doc Number: 031562-2010**

**Type: Service contract notice**

**Issuing Authority:** Ministry of Economy and Planning, EDF National Authorising Officer.

Ministry of Economy and Planning, EDF National Authorising Officer, 'EDF-Action' Unit (technical and institutional consultancy and support for the EDF National Authorising Officer), residential, administrative and commercial district, rue 10232, door 0415, PO Box 1917, N'Djamena, CHAD. Fax +235 2518741. E-mail: [actionfed@actionfed-ue.org](mailto:actionfed@actionfed-ue.org)

[http://ec.europa.eu/europeaid/work/procedures/implementation/services/index\\_fr.htm](http://ec.europa.eu/europeaid/work/procedures/implementation/services/index_fr.htm)

**Description:** Mobilisation of 3 'long-term' experts (2 100 man-days of service over 48 months) and approximately 940 man-days of 'short-term' assignments to support the directorate-general of the national police force (Ministry of the Interior and Public Security), the deputy supervisor, in coordination of the project and operational and administrative management

thereof. The contract will form part of a project, the specific objective of which is that the internal security forces carry out their public service missions with discipline and professionalism.

Actions to:

- on the one hand, put in place the conditions for structured and sustainable development of the internal security services centred on public security objectives and,
  - on the other hand, increase the professionalism of staff by structuring training systems,
- will be taken.

**Timescales:** 8.3.2010 (10:00), local time in N'Djamena.

**Hotlink:**

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**F-Privas: repair and maintenance services of security equipment**

**Doc Number:** 031389-2010

**Type:** Contract Notice

**Issuing Authority:** SDIS de l'Ardèche, chemin de Saint Clair, 07007 Privas, FRANCE.

**Further information can be obtained at:** SDIS 07, boulevard du Vivarais, Contact: Services techniques, Attn: M. Fraysse Patrice Major, 07000 Privas, FRANCE. Tel. +33 475661673. E-mail: [services.techniques@sdis07.fr](mailto:services.techniques@sdis07.fr). Fax +33 475661679.

**Specifications and additional documents (including documents for competitive dialogue and a dynamic purchasing system) can be obtained at:** SDIS 07, chemin de Saint Clair, 07007 Privas, FRANCE. URL: [http://www.achatpublic.com/sdm/ent/gen/ent\\_detail.do?selected=0&PCSLID=CSL\\_2010\\_ABgr-P8M\\_q](http://www.achatpublic.com/sdm/ent/gen/ent_detail.do?selected=0&PCSLID=CSL_2010_ABgr-P8M_q).

**Tenders or requests to participate must be sent to:** SDIS de L'Ardèche, chemin de saint Clair, BP 718, Contact: services techniques, Attn: M. Patrice Fraysse major, 07007 Privas, FRANCE. Tel. +33 475661673. E-mail: [services.techniques@sdis07.fr](mailto:services.techniques@sdis07.fr). Fax +33 475661679.

**Description:** Repair and maintenance services of security equipment.

**Timescales:** 19.2.2010 - 16:00

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**CANADA**

<http://www.merx.com/>

MERX Canadian Public Tenders

A Hotlink is provided to access the full documentation of any Notice identified.

**City of Edmonton Police Headquarters Replace Motor Control Centres A, B and E**

**Doc Number:** AB-2010-00421

**Type:** Invitation to Tender (ITT)

**Issuing Authority:** Alberta Public Sector

**Description:** City of Edmonton Police Headquarters Replace Motor Control Centres A, B and E

The work to be undertaken under this contract consists of:

- Remove existing motor control centres (MCCs) A, B and E and replace with new complete all power and control connections to existing equipment fed from MCCs. Provide communication from MCC starters and equipment to facility-wide monitoring equipment.
- Provide, install and program replacement Human Machine Interface (HMI) display for existing transfer switch headgear.
- Project to be scheduled with off hours shutdowns to minimize disruption to building occupants and ensure continued reliable operation of essential services. Contractors working in Edmonton Pole Service facilities will require security clearance through the Edmonton Police Service.

The successful Bidder shall complete the Work not later than May 14, 2010.

<http://vendor.purchasingconnection.ca/>

Timescales: 2010-02-11 02:00 PM Alberta Time

Hotlink:

[http://www.merx.com/English/SUPPLIER\\_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=AB-2010-00421&src=osr&FED\\_ONLY=0&ACTION=PAGE9&rowcount=285&lastpage=29&hcode=yH8PWTIRILvyGXVvamjTdQ%3d%3d](http://www.merx.com/English/SUPPLIER_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=AB-2010-00421&src=osr&FED_ONLY=0&ACTION=PAGE9&rowcount=285&lastpage=29&hcode=yH8PWTIRILvyGXVvamjTdQ%3d%3d)

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### Fibre Network Interface Cards and Transceivers

**Doc Number:** PW-\$TOR-002-5269

**Type:** Notice of Proposed Procurement (NPP)

**Issuing Authority:** Public Works and Government Services Canada

**Description:** The Royal Canadian Mounted Police (RCMP), Barrie, Ontario has a requirement for the following items in support of the G8/G20 Summits.

1. Transition Networks # N-FX-ST-02 Fibre Network Interface Cards for regular Desktops/Workstations (PCI Slot), Quantity. 38 each

2. Black Box # LHC013A Fibre Transceiver for Printers and Laptops, Quantity 200 each

3. Transition Networks # N-FX-ST-02 L Fibre Network Interface Cards for Small Form Factor Desktops/Workstations (PCI Slot), Quantity 187 each

Timescales: 2010-02-16 02:00 PM Eastern Standard Time EST

Hotlink:

[http://www.merx.com/English/SUPPLIER\\_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=PW-%24TOR-002-](http://www.merx.com/English/SUPPLIER_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=PW-%24TOR-002-)

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## Ammunitions

**Doc Number:** PW-\$\$BK-314-19689

**Type:** Notice of Proposed Procurement (NPP)

**Issuing Authority:** Public Works and Government Services Canada

**Description:** Requirement Summary:

Royal Canadian Mounted Police (RCMP) has a requirement for the provision of the following:

RCMP Ammunition Purchase Description - 05 - 12 gauge Shotgun Ammunition, 2 ¾ inch length, 00 Buckshot, Reduced Recoil

RCMP Ammunition Purchase Description - 06 - 12 gauge Shotgun Ammunition, 2 ¾ inch length, 2 ¾ Drams Equivalent, 1 1/8 oz.

RCMP Ammunition Purchase Description - 07 - 12 gauge Shotgun Ammunition, 2 ¾ inch length, Rifled Slug (Reduced Recoil)

RCMP Ammunition Purchase Description - 09 - 12 gauge Shotgun Ammunition, 2 ¾ inch length, 1 1/8 oz., No. 2 STEEL SHOT.

"Migratory Bird Act Requires Non-Toxic Shot"

RCMP Ammunition Purchase Description - 16 - Cartridge 9 x 19 mm 147 full metal jacket

RCMP Ammunition Purchase Description - 17 - 5.56 mm 62 gr. Full Metal Jacket

RCMP Ammunition Purchase Description - 36 - Cartridge 9 x 19 mm 147 gr. Reduced Hazard (Lead Free) Full Metal Jacket

Encapsulated Lead Core

**Timescales:** 2010-03-04 02:00 PM Eastern Standard Time EST

**Hotlink:**

[http://www.merx.com/English/SUPPLIER\\_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=PW-%24%24BK-314-19689&src=osr&FED\\_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=csH0IStbAGmo5mX3iu7OgA%3d%3d](http://www.merx.com/English/SUPPLIER_Menu.asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&id=PW-%24%24BK-314-19689&src=osr&FED_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=csH0IStbAGmo5mX3iu7OgA%3d%3d)

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## UK Trade and Investment (UKTI)

<https://www.uktradeinvest.gov.uk/>

UK Trade & Investment's strategic objective are:

- Deliver measurable improvement in the business performance of UK Trade & Investment's international trade customers, with an emphasis on innovative and R&D active firms.
- Increase the contribution of foreign direct investment to knowledge intensive economic activity in the UK, including R&D.
- Deliver a measurable improvement in the reputation of the UK in leading overseas markets as the international business partner of choice.

To access direct any procurements listed below, members will need to register with UKTI via it's website.

**Portugal - 4.5 Million Euro Contract for Airports Security Services**

**Doc Number:**

**Type:** General Procurement

**Issuing Authority:** Mr Centro de Serviços Partilhados

ANA Aeroportos de Portugal SA

Rua C, Edifício 125, 1º Piso

Lisbon

Portugal

1700-008

**Telephone:** +351 218 413 500

**Fax:** +351 218 445 202

**Email:** [mjcalado@ana.pt](mailto:mjcalado@ana.pt)

**Website:** <http://www.ana.pt>

**UK Trade & Investment Contact:** claudia.luis@fco.gov.uk

**Description:** ANA (Portuguese Airports Authority) has published a tender for the provision of security services during 3 years at 4 airports in the Azores: São Miguel, Santa Maria, Faial and Flores airports

**Timescales:** 2010-03-03 00:00:00.0

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**UNITED STATES OF AMERICA**

Federal Business Opportunities [www.fedbizopps.gov/](http://www.fedbizopps.gov/)

A Hotlink is provided to access the full documentation of any Notice identified.

**DRAFT Solicitation Criminal Justice Program Support (formerly known as CivPol)**

**Doc Number:** CJPS-Draft-RFP

**Type:** Special Notice

**Issuing Authority:** U.S. Department of State

**Description:** The Department of State (DOS) Bureau of International Narcotics and Law Enforcement Affairs (INL) is mandated to pursue their goals by furnishing assistance to countries and international organizations for the control of narcotic drugs, controlled substances, and other anticrime purposes, including strengthening foreign police and criminal justice systems, countering the flow of illegal narcotics, and minimizing transnational crime. INL's authorities are found in Chapter 8, Part I of the Foreign Assistance Act of 1961 (FAA), as amended. In furtherance of its counter narcotics and anticrime mandates, INL has assumed an increasing role in stabilizing post-conflict societies and strengthening democracies through the institutional development of criminal justice systems. INL designs, implements, coordinates, and oversees approximately \$3 billion in

funding each year. Since 1994, INL has deployed over 7,000 U.S. law enforcement personnel to 14 post-conflict and conflict missions throughout the Department's six geographic regions (Bosnia-Herzegovina, Croatia, Palestinian Territories/West Bank, Sierra Leone, East Timor, Haiti, Kosovo, Serbia and Montenegro, Macedonia, Afghanistan, Iraq, Sudan, Lebanon and Liberia).

Types of Services required:

Training

Support Personnel

Logistics Management

Timescales: Feb 08, 2010 8:00 am Eastern

Hotlink:

[https://www.fbo.gov/?s=opportunity&mode=form&id=f6f6a5014ec7ee027a871f6affca491a&tab=core&\\_cvview=1](https://www.fbo.gov/?s=opportunity&mode=form&id=f6f6a5014ec7ee027a871f6affca491a&tab=core&_cvview=1)

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### UNITED STATES OF AMERICA - IMPORTANT INFORMATION

#### **N.B. TO BE ELIGIBLE TO TENDER**

Central Contractor Registration is a mandatory requirement. Contractors must to be registered in the CCR database and obtain a Commercial and Government Entity (CAGE) code. CONTRACTORS MAY REGISTER ON-LINE AT [HTTP://WWW.CCR.GOV/](http://www.ccr.gov/). (This service is free)

IT IS MANDATORY TO OBTAIN A Data Universal Numbering System (DUNS number) PRIOR TO REGISTERING. CONTRACTORS SHOULD CALL DUN & BRADSTREET (1-800-333-0505) TO OBTAIN A NUMBER. CONTRACT AWARDS CANNOT BE MADE UNLESS REGISTERED.

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#### EUROPEAN DEFENCE AGENCY

Members should be aware that the EDA Electronic Bulletin Board also allows defence-related companies to promote and advertise their sub-contracting opportunities to a wide industrial supplier base in the EU's participating 24 Member States. It allows access to a wide range of sub-contracting opportunities derived from European Defence Companies, which can be found at the bottom of the EDA homepage, and increases the market research capabilities of defence-related suppliers, especially SMEs.

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## Procurements

## **Procurement of 40mm, 30mm and 20mm Guns**

A|D|S has been passed the details of a tender from the Bangladesh Navy, by the High Commission for the People's Republic of Bangladesh in London, for the procurement of:

1 x 40mm gun  
1 x 30mm gun, and  
35 x 20mm guns

Terms and conditions for this tender are available from:

Brigadier General AJM Fazlur Rahman  
Defence Adviser  
Defence Wing  
High Commission for the People's Republic of Bangladesh  
Tel: 020 7581 7415  
Fax: 020 7225 1900  
E-Mail: [defencewing@bhclondon.org.uk](mailto:defencewing@bhclondon.org.uk)

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## INTERNATIONAL

CERN have released two new price enquiries:

1. Eccentric cam based active pre-alignment system.
2. High resolution linear actuator in order to validate the repositioning solution of the CLIC girders.

For full technical specifications and the documentation to apply, please reply to [tenderopportunities@stfc.ac.uk](mailto:tenderopportunities@stfc.ac.uk)

**The deadlines to return the information to CERN by post are 18th and 22nd Feb** respectively so please reply ASAP.

CERN have released a new price enquiry for  
SUPPLY OF A CONTROL AND HYDRAULIC SYSTEM FOR A COLLARING PRESS  
For full technical specifications and the documentation to apply, please reply to [tenderopportunities@stfc.ac.uk](mailto:tenderopportunities@stfc.ac.uk)

The deadline for returning the paperwork to CERN by post is the 26th Feb. If you would like to receive full documentation, please reply ASAP.

The ILL has a new tender call for D33 Diaphragm Detectors. I have been asked to recommend companies by the 18th Feb.

For full technical specifications and the documentation to apply, please reply to [tenderopportunities@stfc.ac.uk](mailto:tenderopportunities@stfc.ac.uk)

If you feel you may be able to respond to this tender, please reply with your contact details by the 18th.

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## **Events**

### **INDIA UK DEFENCE INDUSTRY INTERACTION** **18 FEBRUARY 2010; JACARANDA HALL, INDIA HABITAT CENTRE, LODI** **ROAD**

CII is pleased to announce the “India - UK Defence Industry Interaction” scheduled to be held on 18 February 2010, at 0900 Hrs at Jacaranda Hall, India Habitat Centre, Lodi Road, New Delhi. The objective of the interaction is to promote cooperation between Indian and UK Industry in the area of Defence production, Security and Aerospace sector. The interaction is being organised jointly with the ADS, UK. ADS is a national industrial organisation of UK representing high technology companies involved in the aerospace, defence & security. CII will also be signing an MoU with ADS, UK during the interaction.

A strong defence industry team from UK would be forming a part of the ADS delegation to India. Given the huge business potential in the Indian defence and aerospace sector, the session aims at providing a platform for interaction between Indian and the visiting UK companies to identify possible avenues of Joint Venture and Tie-ups.

The interaction would provide an opportunity to Indian companies to interact on business opportunities, as also:

- Business Opportunities (India & UK) presentations
- Identify Co-development / Co-production partners from UK
- Understanding the outsourcing requirements of the UK Defence Industry from India

With an aim to facilitate interactions between the Defence and aerospace companies from both countries, structured one-to-one meetings will also be organized. In this regard, a follow up circular will be sent to all the confirmed participants.

Companies interested to participate in this interaction are requested to kindly register using the enclosed reply form. A participation fee of Rs 5000 per delegate for member companies and Rs 6000 for non-member companies will be charged against administrative expenses. Last date of registration: 12 Feb 2010. Kindly use the enclosed Reply Form for registration. You may also visit [www.ciidefence.com/events](http://www.ciidefence.com/events) for more details.

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## INTERNATIONAL

There are currently several research infrastructures (large facilities) being constructed in Europe and several others planned for construction. They would like to engage with industry early to investigate potential collaborative R&D programmes and procurement activities. Once built, these facilities will have ongoing procurement opportunities, so engaging with them at or before the construction phase is a good opportunity to form relationships with key individuals.

There are currently two events planned:

### **ESS Industry Day**

19th February 2010, Royal Library, Copenhagen  
(advert attached below e-mail)

[http://ess-scandinavia.eu/index.php?option=com\\_content&view=article&id=319:ess-industry-day&catid=78:industry](http://ess-scandinavia.eu/index.php?option=com_content&view=article&id=319:ess-industry-day&catid=78:industry)

This is a general information day with open discussions on how industry can get involved in the European Spallation Source (ESS) ranging from design, construction and operation, as well as using neutrons for industrial R&D.

For further information please contact: [TENDEROPPORTUNITIES@stfc.ac.uk](mailto:TENDEROPPORTUNITIES@stfc.ac.uk)

### **IRUVX-PP meets Industry**

1st March 2010, Hotel Döllnsee, Berlin

<https://indico.desy.de/conferenceDisplay.py?confId=2461>

This workshop is being organised to initiate the discussion with industry on key areas necessary for the construction of free electron lasers in Europe. Facilities being constructed include European XFEL in Hamburg and Max IV in Sweden. Several others are planned for construction.

For further information please contact: [TENDEROPPORTUNITIES@stfc.ac.uk](mailto:TENDEROPPORTUNITIES@stfc.ac.uk)

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## INDIA

### **Army - Industry Partnership 2010: “International Seminar and Exhibition on the Future Infantry Soldier as a System - 19 February 2010**

The Confederation of Indian Industry (CII) and the Infantry Directorate, Army Headquarters are pleased to announce Army - Industry Partnership 2010: “International Seminar and Exhibition on the Future Infantry Soldier as a System”, which is scheduled to take place on 19 February 2010 at DRDO Bhawan, New Delhi. The seminar is being organised under the expert guidance of Lt Gen Jasbir Singh, AVSM, VSM, Director General - Infantry, Indian Army.

Armies all over the world through continuous operational reviews have embarked upon 'Soldier Modernisation Programmes'. The Indian Army is in the process of implementing Project F-INSAS: Future Infantry Soldier as a System. F-INSAS aims to utilize advanced technologies to enhance capabilities of an individual soldier in terms of lethality, survivability, sustainability, situational awareness and command and control.

The Highlights of Seminar would be:

- Ø 1 Day seminar covering technical sessions
- Ø Podium display by Indian and international industry
- Ø Experts from the industry - national and international
- Ø Participation of senior officials from the Armed Forces, Ministry of Defence and other defence establishments
- Ø Focus areas:
  - a. Weapon Subsystems
  - b. Helmet Subsystems
  - c. Computer and Software Subsystems
  - d. Radio Subsystems
  - e. Protective Clothing / Individual Equipment Subsystems

Companies interested in presenting papers on any of the above mentioned topics at the Seminar may do so by sending the draft technical paper to [amit.singh@cii.in](mailto:amit.singh@cii.in) / [prashant.a.n@cii.in](mailto:prashant.a.n@cii.in) latest by 12 February 2010. The Industry speakers for this Seminar would be selected by the Organising Committee (comprising of Army Headquarters and CII representatives). CII would also reserve the right to include the papers submitted as part of the Seminar's background papers, which will be circulated amongst the participants.

Companies are also requested to participate in this important event as delegates and/or taking exhibition stalls. The seminar will also provide an excellent sponsorship opportunity for companies interested in projecting themselves as the leaders in this sector.

Further details are available from:

Gurpal Singh  
Deputy Director General & Head (Defence and Aerospace)  
Confederation of Indian Industry  
Tel: 00 91-11-41504514-19  
Fax: 00 91-11-24682226  
E-Mail: [gurpal.singh@cii.in](mailto:gurpal.singh@cii.in)

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DENMARK

## ESS Industry Day in Copenhagen - 19 February 2010

The ESS is holding an Industry Day in Copenhagen on the 19th February 2010 and we wish to invite all those who may have an interest in potential business opportunities.

The ESS is the European Spallation Source and is a joint European project. ESS will be a multi-scientific facility for advanced research and industrial development. More than 300 researchers from 11 countries have taken part in the planning, which has lasted about 15 years. The key phases now will be construction, installation and commissioning of instrumentation and the start of the experimental programme.

The combined cost of construction is estimated to be 1.47 billion euros and industry specialists are encouraged to attend to discuss potential proposals for winning contractual business. The contracts will be in a wide range of sectors, including:

- \* Civil Engineering
- \* Accelerator technology, magnets and superconductivity
- \* Electrical Engineering and Electronics
- \* Mechanical engineering
- \* Cryogenics, vacuum and gas
- \* Detectors and analytical systems
- \* Controls, measurement and regulation

The ESS industry Day is a one day information event on ESS and Industry held in Copenhagen on February 19th, 2010. It will be a general information event, with talks and open discussions on how industry can get involved in the ESS, ranging from design and construction of this 1.47 B€ facility to operation. There will also be information on how neutrons can be used for industrial R&D.

ESS Industry Day will be held at the Royal Library in Copenhagen, February 19, 2010, between 9 am and 3 pm. It will be preceded by a dinner in Copenhagen on February 18, for those arriving on the night before.

For registration please visit <http://ess-scandinavia.eu/industryday>

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United States of America

### US advisers visit: Greater London and Midlands 1-5 March

A group from the Hampton Roads region of Virginia is visiting defence companies that are growing their US business. Hampton Roads is the single greatest concentration of defence industry in the USA - around \$8 billion a year is spent on defence procurement in the area.

As well as discussing how Hampton Roads might meet their US expansion needs, the Hampton Roads Alliance provides companies with a complete 'hand-holding' service, covering visas, legal issues, recruitment, property and finance.

The region has:

- Major HQs of the US Navy, Air Force, Army, Marines, Coast Guard and NATO - the largest concentration of decision makers outside the Pentagon
- All the major US prime contractors, including Lockheed Martin, General Dynamics, Northrop Grumman and BAE Systems
- Substantial aerospace opportunities including HQ USAF Air Combat Command, NASA Langley Research Center and the new National Institute of Aerospace (NIA). In addition it has a new Air Commerce Park at Newport News airport which, as a Virginia Enterprise Zone, offers special tax credits and grants.
- Specialist industry clusters in sensors, composites and simulation.

If you would like to meet the team, or need further information, please call Charles Macdowell on 020 7 823 6003, email [hreda@kendallscom.co.uk](mailto:hreda@kendallscom.co.uk) or visit [www.hreda.com](http://www.hreda.com)

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## INDIA

### Forthcoming Event Focussed on Artillery 4-5 March 2010

Confederation of Indian Industry (CII) and Centre for Land Warfare Studies (CLAWS), in association with the Directorate General of Artillery, Army HQ are holding the "3<sup>rd</sup> International Artillery Technology Seminar" on 04 - 05 March 2010, in New Delhi. Honorable Raksha Mantri Mr A K Antony has kindly consented to be the Chief Guest and Chief of the Army Staff General Deepak Kapoor, PVSM, AVSM, SM, VSM, ADC will be the Guest of Honour.

The Indian Artillery has graduated to a full-fledged combat arm and is being viewed upon as a decisive arm. Keeping with the growing importance of artillery, the Indian Government is all set to initiate its long-awaited artillery modernisation programme. The Artillery modernisation programme aims to induct roughly 2,814 guns of different types. Some tenders have already been floated.

The seminar/exhibition is being organized with an aim to discuss the latest technological developments in field of artillery. The seminar would be focusing upon:

- Development of Weapon Systems and Munitions

- Measures to Enhance Surveillance and Targeting Capabilities
- Research and Industry's Capabilities to meet future Challenges
- Indigenous Development in Gun Systems

Technical papers are invited. Interested companies are requested to submit a synopsis of their technical papers at the earliest. These may please be sent to [amit.singh@cii.in](mailto:amit.singh@cii.in)

The participants at this Seminar will include senior officials from the Armed forces, senior officials Ministry of Defence (MoD), Defence Research & Development Organisation (DRDO), Academia, Media etc. besides representatives from industry (Indian and overseas). Along with the Seminar, an exhibition is also being organized. The podium display exhibition would enable the participants to project their capabilities and products to a very high level of audience/officials.

Further details are available from:

Gurpal Singh  
Deputy Director General & Head (Defence and Aerospace)  
Confederation of Indian Industry  
Tel: 00 91-11-41504514-19  
Fax: 00 91-11-24682226  
E-Mail: [gurpal.singh@cii.in](mailto:gurpal.singh@cii.in)

## SOUTH AFRICA

### DEFENCE AND SECURITY DAY (DSID) 2010

Date: 19<sup>th</sup> - 23<sup>rd</sup> April 2010  
Venue: Cape Town (South Africa)  
Date: 27<sup>th</sup> - 30<sup>rd</sup> April 2010  
Venue: Lobito (Angola)

UKTI DSO will be organising two Defence and Security Industry Days in April 2010 in southern Africa, with the aim of supporting the UK defence and security sector in both countries. South Africa is an established market for the UK defence sector, and has a number of ongoing naval equipment programmes. Angola is a market which has long-term potential

For further information, contact:  
Harry Patel  
UKTI DSO RD Central  
Desk Officer for Sub-Saharan Africa  
Tel: 0207 215 8074  
Email: [harry.patel@ukti.gsi.gov.uk](mailto:harry.patel@ukti.gsi.gov.uk)

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**Africa Aerospace and Defence (AAD) exhibition**  
**September 2010**

The biennial Africa Aerospace and Defence (AAD) exhibition will be taking place this September at AFB Ysterplaat, Cape Town. AAD is the only 'Defence Show' on the African continent, and, therefore, has unrivalled regional profile. AAD 08 drew in 22,000 professional trade visitors from Africa and beyond. Some 13,000 trade visitors provided the 400 exhibitors from 35 countries with the opportunity to market their products to the African continent.

AAD 2010 is likely to invite a high level of foreign diplomats, entrepreneurs and representatives of local and national governments who seek potential trade opportunities and future business collaboration.

AAD 2010 will cover a full range of aerospace and defence-related equipment, services, operations and technologies. Being based in Cape Town presents great opportunities for companies operating within the maritime arena

UKTI DSO will be co-ordinating the UK Government presence at AAD 2010. This will involve an Export Support Team Demonstration area and the attendance by senior UKTI DSO staff for bilateral meetings with other delegates and Industry.

There are a number of naval and land equipment procurement programmes for the South African Armed Forces that are likely to proceed in the near future, and participation at AAD 2010 will enable interested UK companies to promote themselves and their capabilities in potential pursuit of these opportunities.

For more information, contact:  
Harry Patel  
UKTI DSO RD Central  
Desk Officer for Sub-Saharan Africa  
Tel: 020 7215 8074  
E-Mail: [harry.patel@ukti.gsi.gov.uk](mailto:harry.patel@ukti.gsi.gov.uk)

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**UNITED STATES**

**Doing Business in the USA - Boot Camp, 29 April 2010**

A|D|S is joining together with Pittsburgh Regional Alliance to stage a one-day seminar in London on 29 April 2010 that will look at the current economic and political situation in the US, examine different ways of achieving success in the Defence & Security markets there and highlight what help is available to you.

This “boot camp” is a must for any UK Defence or Security sector companies seeking to do business in the USA, whether through export, setting up operations there, establishing joint venture partnering with US companies, or simply build new supplier relationships. For further information, or to register, please contact [jeff.taylor@adsgroup.org.uk](mailto:jeff.taylor@adsgroup.org.uk)

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## USA

### A|D|S PARTICIPATION AT THE USA NAVY LEAGUE’S SEA AIR SPACE EXHIBITION, 3-5 MAY 2010

The Navy League’s Sea Air Space exhibition is the flag ship of the United States maritime exhibitions and conferences. It attracts the top serving officers and decision makers, from Chief of Naval Operations down, as well as the Secretary of the Navy and his Assistant Secretaries. It takes place at the newly built Gaylord Center at the National Harbor MD, about 5 miles outside of Washington DC.

A|D|S is considering participating in the 2010 exhibition and would like to know if A|D|S Member companies are similarly interested to participate, either with their own booths or on a shared space arrangement. Eligible companies may benefit from financial support to aid their participation which has been pre-agreed under UK Trade & Investment’s TAP scheme. For further information, or to express interest in participation, please contact: [toni.adnams@adsgroup.org.uk](mailto:toni.adnams@adsgroup.org.uk) Tel 01428 602618, or [jeff.taylor@adsgroup.org.uk](mailto:jeff.taylor@adsgroup.org.uk) Tel 01428 602634. See also [www.seaairspace.org](http://www.seaairspace.org) .

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## UNITED STATES

### Opportunities in Cyber Security, 23 June 2010

Following on from the USA Boot Camp, A|D|S is working with Fairfax County, Virginia, to stage a one-day seminar in London on 23 June 2010 that will look at specific opportunities for UK companies in the USA Cyber Security sector.

UK companies already have a very successful track record of working in Virginia and this seminar will highlight the huge opportunities there for UK companies with cyber security/cyber operations, technologies or capabilities. Routes into the market, whether working with an existing Federal government contractor or directly with a US Federal agency itself, will be explored, and expert advice will be on hand to assist you tackle this challenging, but growing, market. For further information, or to register, please contact [Jeff.Taylor@adsgroup.org.uk](mailto:Jeff.Taylor@adsgroup.org.uk) .

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## **Reports and Business Services**

### **UNITED KINGDOM**

#### **ECGD consults on its business principles**

The Export Credits Guarantee Department (ECGD) has published a consultation on its business principles with the aim of helping exporters to use its services to compete on a more level playing field. The consultation includes proposals for: ECGD to bring its consultation procedure into line with the UK Government's code of practice, resulting in a less formal process and allowing ECGD to act more quickly; to adopt a policy of following OECD agreements related to the environment, sustainable lending and bribery and not separately operate its own additional policies which go beyond the agreements; to cease being subject to environmental impact due diligence exports of less than around £10m. A|D|S will be preparing a response, and, if any Members have comments, please send them to: [Brinley.Salzmann@adsgroup.org.uk](mailto:Brinley.Salzmann@adsgroup.org.uk).

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### **CANADA**

#### **Canada - Defence & Security Sector Report**

UK Trade & Investment has produced a free comprehensive report on Canada's Defence & Security Sectors. Subjects covered include an overview of the sectors, market opportunities, methods of doing business, events and contact lists. For a copy, please contact Jeff Taylor - [jeff.taylor@adsgroup.org.uk](mailto:jeff.taylor@adsgroup.org.uk)

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### **NATO**

#### **Navigating NATO Procurement**

UK Trade & Investment has updated its guide "Navigating NATO Procurement" which is produced by the UKTI representative at the UK Delegation to NATO. The guide is intended to help UK companies who are interested in finding out about bidding for and winning NATO funded business opportunities. Copies of the guide are available from Jeff Taylor - [jeff.taylor@adsgroup.org.uk](mailto:jeff.taylor@adsgroup.org.uk)

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#### **Norway - Defence & Security Industry Capabilities**

“Norway Exports” is a comprehensive directory of Norwegian Defence and Security Technology companies. For a free PDF copy please contact [jeff.taylor@adsgroup.org.uk](mailto:jeff.taylor@adsgroup.org.uk)

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