

AD&D IN CONVERSATION WITH MANLIO FIORE, SENIOR VICE PRESIDENT SALES OF SELEX SISTEMI INTEGRATI

In May SELEX Sistemi Integrati delivered some major air traffic control systems to Malaysia. Although this was a civil programme, we took the opportunity to find out about the activities of the company in Malaysia.

AD&D: Mr Fiore, can you please explain the scope of the contract that resulted in today's delivery ceremony?

Fiore: The scope of the contract signed in 2006 was for the supply and installation of two Air Traffic Control radar systems within the Malaysian Air Traffic Services Modernisation Programme (MATSM). In particular, SELEX Sistemi Integrati delivered two primary and two secondary radars at Kota Bharu and Johore Bharu Airports respectively, with the replacement of the existing monitors for controllers working positions with advanced generation displays.

AD&D: Your company has been present in the country for quite a time has it not?

Fiore: Yes. We can date our presence in Malaysia to the early 1990s when SELEX Sistemi Integrati was awarded a four-year contract. I'd like to underline the fact that the

company has provided many primary and secondary radars and ATC control centres in almost all Malaysian airports. SELEX Sistemi Integrati also has a relevant presence in the country as a leading supplier of electronic systems for air defence and naval applications. The Malaysian market is deemed strategically important. So, we have enhanced our presence by the creation of two joint ventures with local industrial partners.

AD&D: You are talking about AAT and Comlenia?

Fiore: Yes. Our strategy in the country is to be present and as close as possible to our customer. Joint Ventures (JV) with local companies have helped us better manage our relationship and better offer local logistic support.

The first JV, created in 1994, is AAT - Advanced Air Traffic. It is a Bumiputra joint company between SELEX Sistemi Integrati and other Malaysian equity participants with the purpose of transferring our know how and technology to Malaysia, specifically in the field of complex Air Traffic Control and Management Systems. SELEX Sistemi Integrati strongly relied on AAT to execute the MATSM contract we have successfully closed. AAT, in a



Manlio Fiore, Senior Vice President of SELEX Sistemi Integrati.

primary role, was responsible for installation and set up activities. It will also be involved in all Integrated Logistic Support (ILS) functions. Over the years AAT has always participated in SELEX Sistemi Integrati's projects and has constantly well managed all activities related to the necessary civil work endeavours, moreover efficiently guaranteeing high standards maintenance of all the systems installed in Malaysia. This specific programme has been an excellent opportunity for AAT to be further involved in site project supervision, installation, testing, integration and commissioning, as well as in the

effective hand over of the systems to Malaysian Civil Aviation. In the near future, SELEX Sistemi Integrati, as an equity partner in AAT, intends to further assist the Malaysian company in the transfer of technology and in other fields as well.

AD&D: And what about the other JV Comlenia?

Fiore: The Italian company's long tradition in Malaysia is also demonstrated by the presence of Comlenia. It is a joint company founded in 1997, between SELEX Sistemi Integrati and Comintel, which provides naval logistics and technical support for systems on board the four

Laksamana class corvettes of the Royal Malaysian Navy.

A recent proposal for a further upgrade is under way, consisting of new radar systems for air and surface surveillance, Fire Control Systems and new Combat Management Systems (IPN-S). In particular, the IPN-S system integrates combat systems sensors, weapons and EW systems, tactical data links and navigation systems, into a main system providing the command team with the facilities to operate the combat system, to fulfil the operational tasks and missions of the ship.

AD&D: SELEX Sistemi Integrati is also present in Malaysia in the air defence domain are they not?

Fiore: Yes. The Royal Malaysian Air Force (RMAF) acquired two RAT 31 SL/E long range radars and command and control systems for the country's air defence in 1996. In 2001 the company also sold one RAT 31 DL radar system and a Sector Operation Centre for the enhancement of the National Air Defence Ground Environment network. More recently SELEX Sistemi Integrati has signed a long-term contract with ZETRO Services which is still under way. The agreement consists of

A SELEX Sistemi Integrati RAT 31 DL air defence radar. Following on from previous contracts with SELEX Sistemi Integrati, in 2001 the Royal Malaysian Air Force acquired a RAT 31 DL air defence radar and a Sector Operations Centre to enhance their air defence ground environment. (Photo: Finmeccanica)

the logistic support for SELEX Sistemi Integrati's radars and systems in the RMAF inventory, besides an ATRC system equipped in Labuan.

AD&D: What comes next?

Fiore: I'd like to remind your readers that SELEX Sistemi Integrati is in the Finmeccanica galaxy, and is the Design Authority and Prime Contractor for designing, manufacturing and marketing of systems of systems for Homeland

Protection, including solutions for Homeland Security (protection of territory, borders, people, institutions and national and critical infrastructures) and Homeland Defence (superiority of information, interoperability, Net Centric solutions and data fusion).

The company is actively pursuing the design and the implementation of systems and relevant software to provide proper protection to coastal states' interests in the Exclusive Economic Zone

(EEZ). Within this framework SELEX Sistemi Integrati has proposed the Vessel Traffic Management System (VTMS) to the Malaysian Coast Guard (MMEA). The system provides advanced solutions for control and management of safe vessel traffic, monitoring the maritime environment and supporting Search & Rescue (SAR) operations at sea. The system guarantees coastal and maritime surveillance against piracy, smuggling, illegal immigration, illegal fishery, and ensures safety at sea.

