

Synergies of funding: Laser defensive aids

European Symposium on Synergies between EU
funding for defence and dual use research and
innovation

3rd & 4th October 2018, Seville

Who we are



Preferred Manufacturing Engineering Services Strategic Supplier (ME3S) for Airbus



Project and programme management services (PMO)

Engineers consultants specialised in **aeronautics & technology**



Aviation

Airport life cycle

- > Consultancy
- > Planning & Design
- > Operations
- > Software Solutions



Aerospace

Aircraft industrial cycle

- > Industrial Engineering
- > Manufacturing Engineering
- > Test Systems Engineering
- > Programme Management



A&D Systems

Aerospace & defence systems

- > Safety-critical Systems
- > Defence Systems

2017

+ 500 professionals

21 years of experience

100% Spanish private ownership

+25M € turnover

+75% graduates

Projects in 40 countries

References in:



EUROPE
LATAM
MIDDLE EAST
UNITED STATES

www.aertecolutions.com



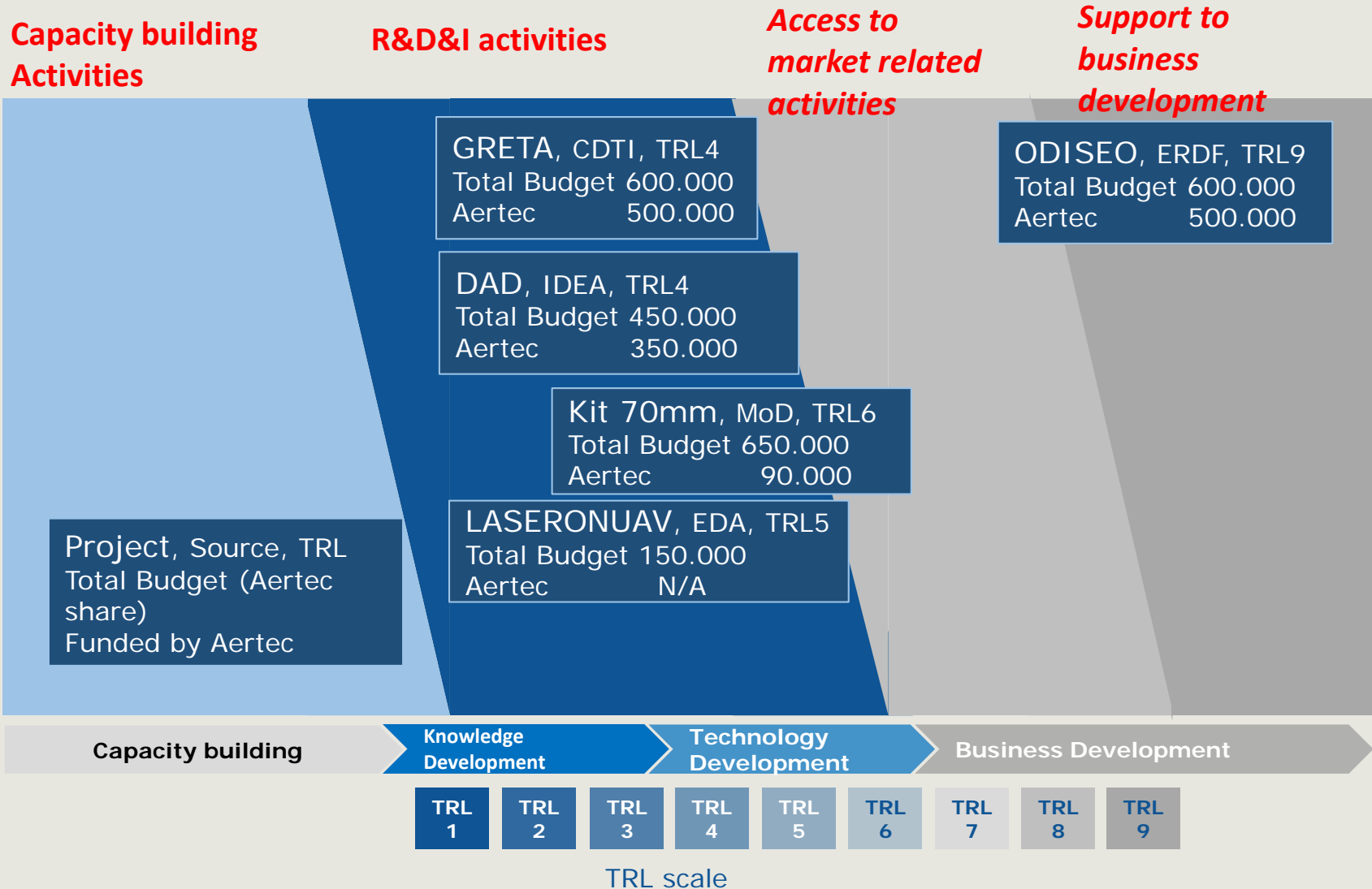
Spain
Colombia
Portugal

UK
Perú
EEUU

1. FUNDING SOURCES. Most significant

PROGRAMME	TITLE	ROLE	DATES
H2020	Future on ground aircraft testing system - Horizon 2020	Partner	2013/14
ERDF (FEDER)	ODISEO. Innovative Solutions for development of wiring harness for aviation	Partner	2013/14
	Virtual factory applied to life cycle aircraft manufacturing	Partner	2013/14
	Advanced Integral System for Aeronautical Verifications	Partner	2016/17
	Extended autonomy UAV based on Fuel Cell for environmental monitoring	Leader	2016/17
CLEANSKY 1/2	Test bench for endurance test and reliability prediction of avionics power electronic modules	Co-leader	2012/14
	caPAbilities for innovative Structural and functional teSting of AeROstructures "PASSARO"	Co-leader	2016/20
	New Computing Node suitable to use fly-by-wire for Small Air Transport	Partner	2018/21
TSB UK (Innovate)	Virtual reality technology and video game technologies, to new industrial environments, with special focus on the aeronautical industry	Partner	2013/15
CDTI	GRETA. Laser guided seeker for High Dynamic Vehicles	Partner	2009/12
IDEA	DAD. Laser guided high dynamic vehicle	Leader	2013/14
MoD	Kit 70 mm. Guidance, Navigation and control Kit based on semiactive laser seeker for 70 mm rockets	Leader	2015/16
EDF (EDA)	ALSERONUAV. Prototype of an onboard laser emitting unit for use on UAVs	Leader	2018/19

2. Technology Readiness Level achieved in laser projects



3. Business context:

Motivations / Difficulties

Motivations:

- Full / Partial Funding
- Visibility
- Experience
- Open to Markets at EU Level

Difficulties

- Different rules
- Gap between SME and Large Companies for level of funding
- Administrative burden
- Uncertainty on calendar / level of funding
- Lack of visibility on overall roadmap to put a new item in the market

3. Business context:

Lessons learned

- Be prepared for competition at European level
- Do not rely on National funding programmes
- Key action: access to powerful consortiums
- Best Athlete principle: specific areas with no space for more than one consortium
- Starting with one technology has driven to success in similar technologies
- Little experience regarding intellectual resource (mix of different rules)
- Need to have very qualified staff: technical & management / admin

Technologies and Consortium MUST be a long term strategic decision

4. Main messages

- National / Regional must be supplementary to European Funding Programmes. Focused in the specifics of their own industry
- SME vs Large Companies: take into account Mid Caps. EDF financial tools?
- Co-funding:
 - Need to have full visibility on the overall road map to place a product on the market
 - Strategic Decision for enterprises

Consultants and engineers specialised in **aeronautics**



20^{th.}
Anniversary
1997/2017



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