



The PROTECTOR RWS product and its Productification

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Kongsberg Protech Systems



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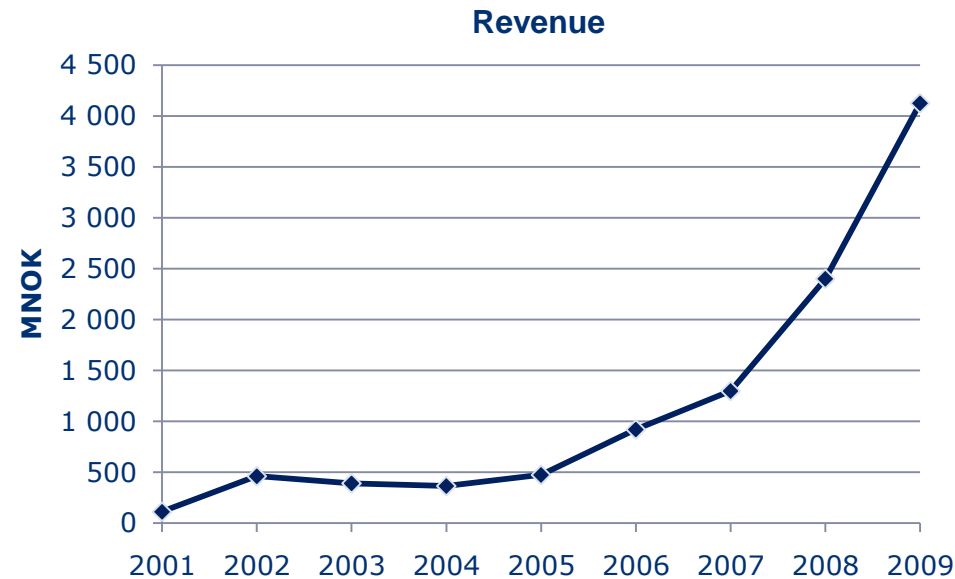
Topics to be covered:

- The Company
- The Product
- The Challenges
- The path forward

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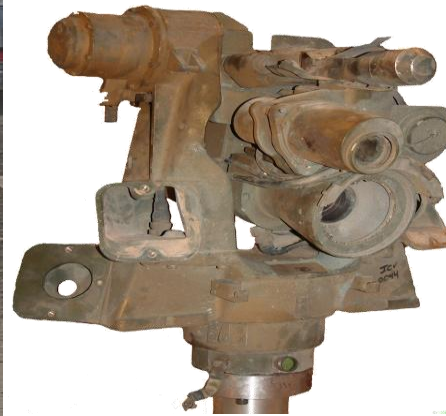
- A Business Area of Kongsberg Gruppen
- 2009 revenue of 4 123 MNOK and EBITA of 442 MNOK
- 568 employees (31/12-2009)
- Revenue 7.3 MNOK/employee
- Offices/factories in:
 - Kongsberg (Norway)
 - Johnstown, Pennsylvania (USA)
 - Alexandria, Virginia (USA)
 - *Mt Arlington, New Jersey (USA)*
 - *London, Ontario (Canada)*
 - License production at Thales UK (Scotland)



Why a Remote Weapon Station? The "Problem" and the "Answer"



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PROTECTOR

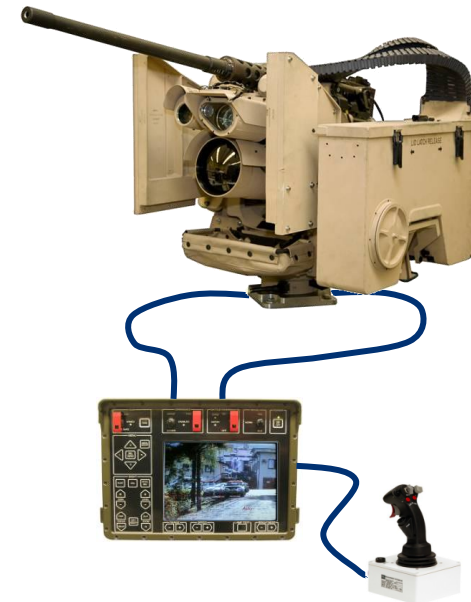
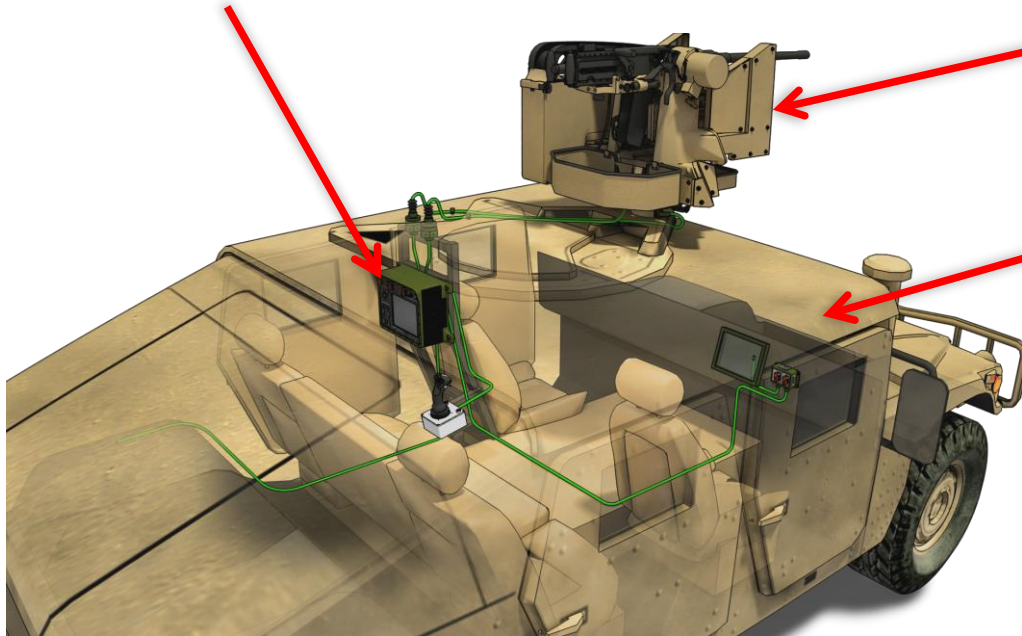


The PROTECTOR mounted in a vehicle (illustration)

Internal mounted
Display, joystick and controls

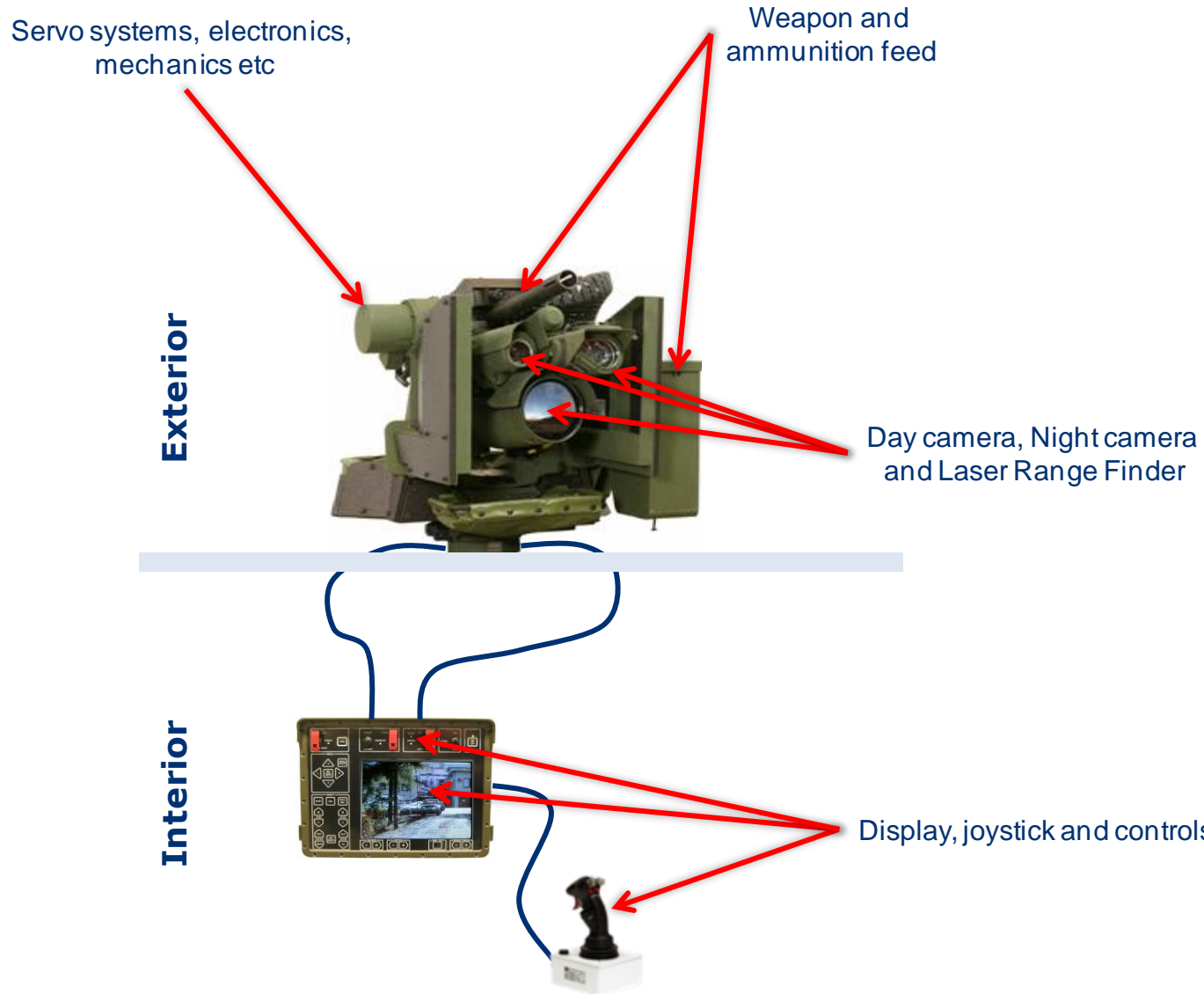
Externally mounted
Weapon Station

Protected vehicle





The PROTECTOR main components:



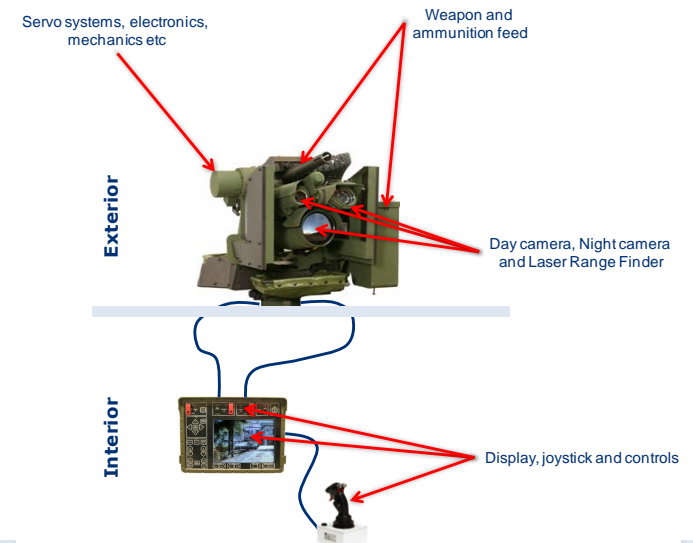


The Challenges

MANY CUSTOMERS



- All projects are somewhat different
 - > ~40 variants of the Product (**Sensor integrations**, **weapon integrations**, **platform cables**, **MMI**)
 - SW has to be tailored for all projects
 - One Nation may have many different projects
 - Documentation has to be tailored for each project





The Challenges

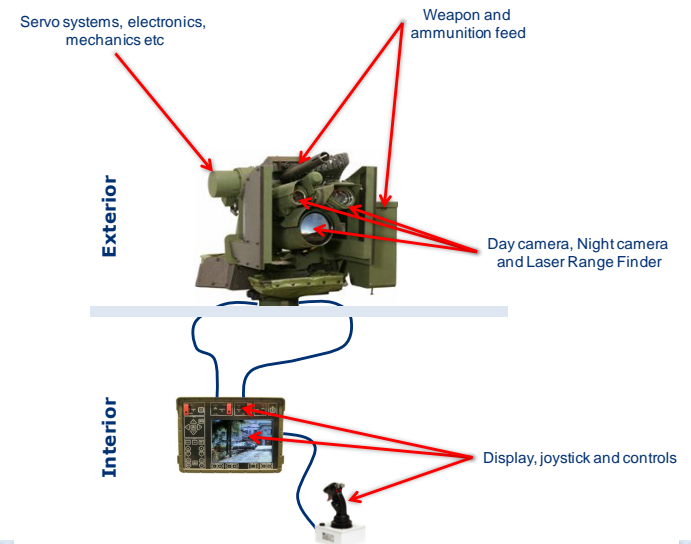
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- M2
- MAG 7.62
- MINIMI 5.56
- MK19
- H&K GMG
- MK47
- XM312
- XM307
- LW25
- MG3
- MG4
- Javelin
- LMM
- M72/RAM
- Guided 70mm/CRV-7



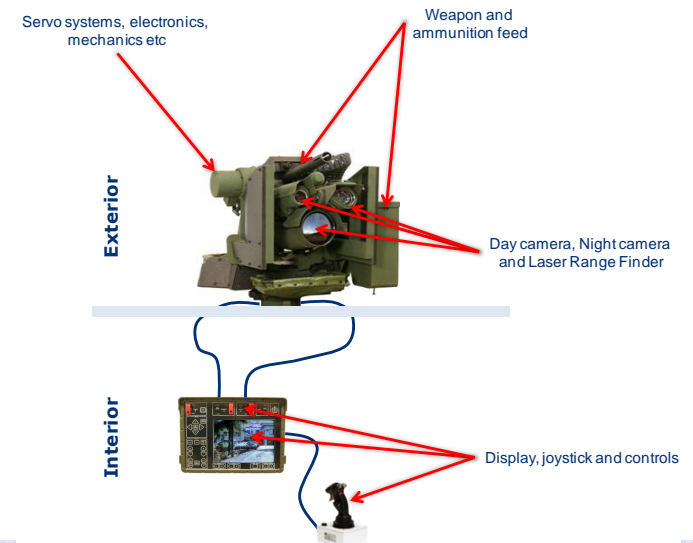


The Challenges

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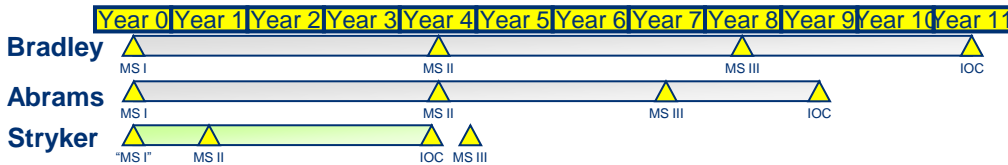


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The Challenges

SHORT DELIVERY TIME



- Short time from Contract award to deployment is the general rule

Examples:

- Canada: ~5 months. PROTECTOR's were sent to South Africa where they were mounted to the vehicle and further shipment to Afghanistan
- France: ~6 months
- US (REF): a few weeks

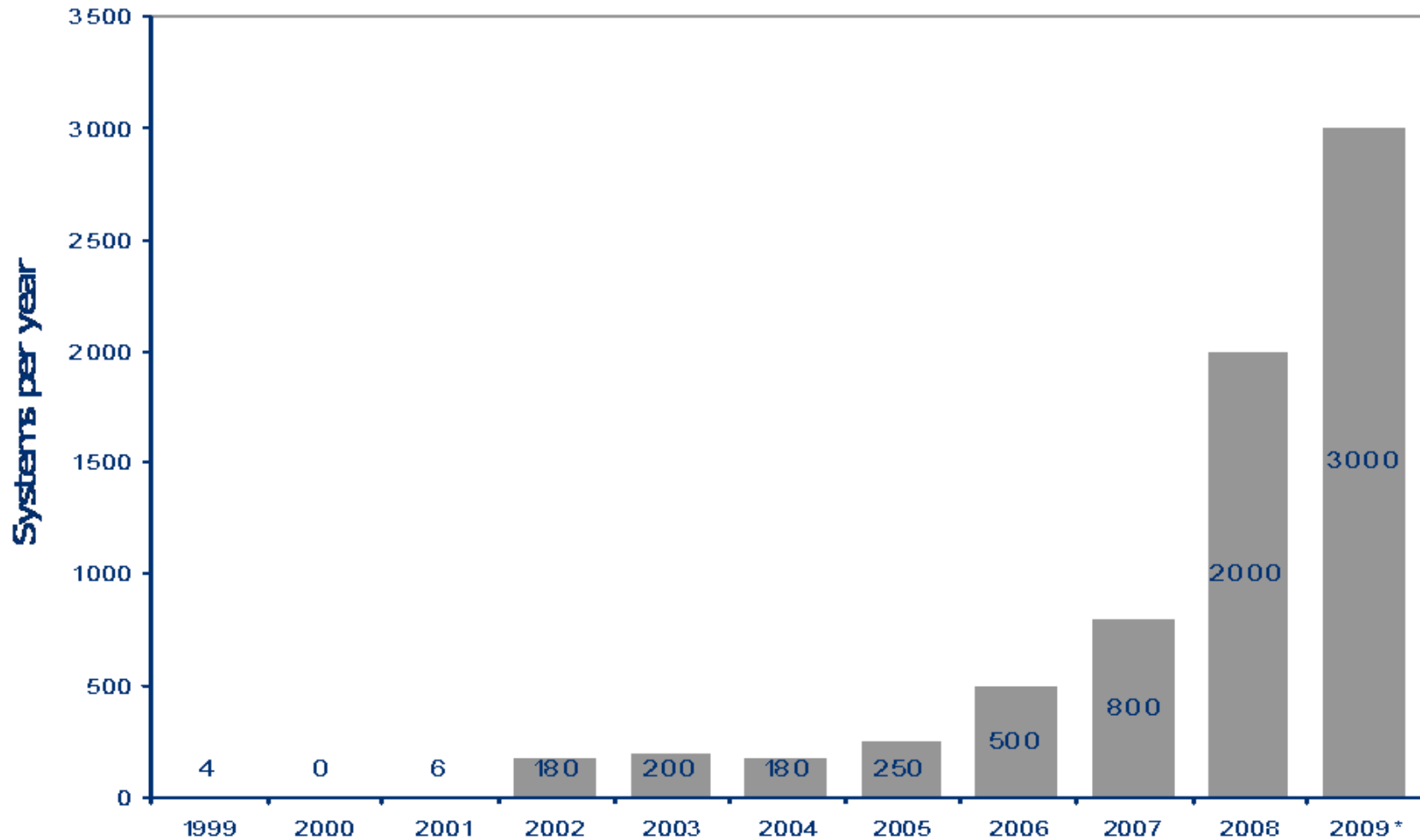


The Challenges



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HUGE VOLUMES

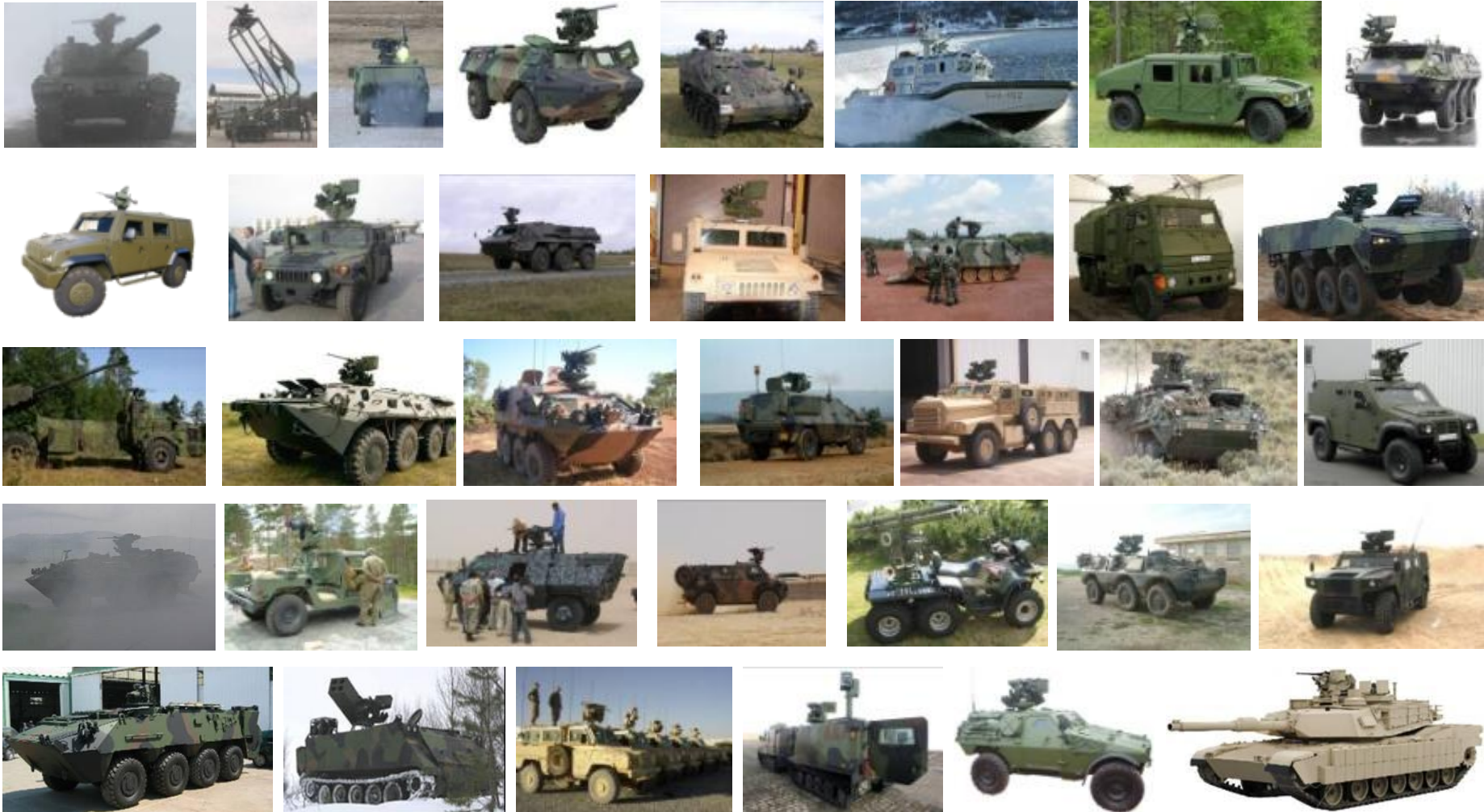


The Challenges



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MANY PLATFORM INTEGRATIONS

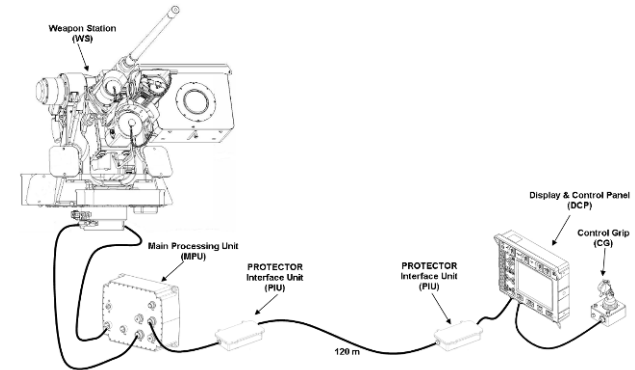
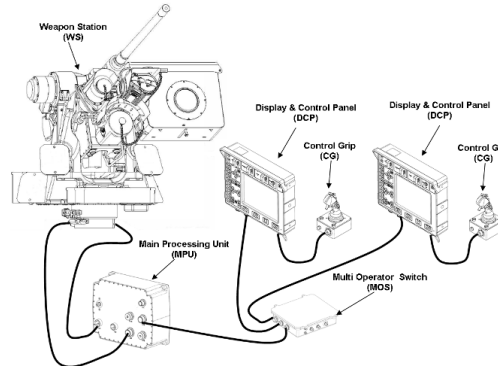
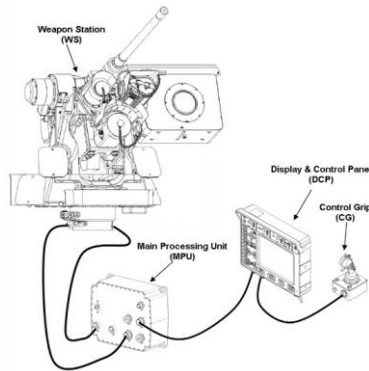
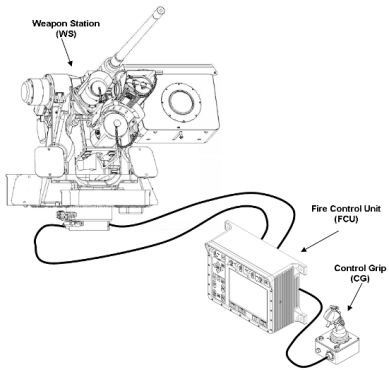
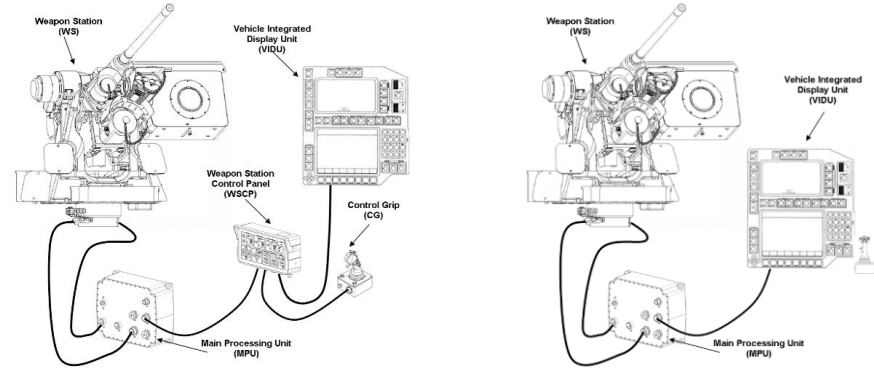


The Challenges



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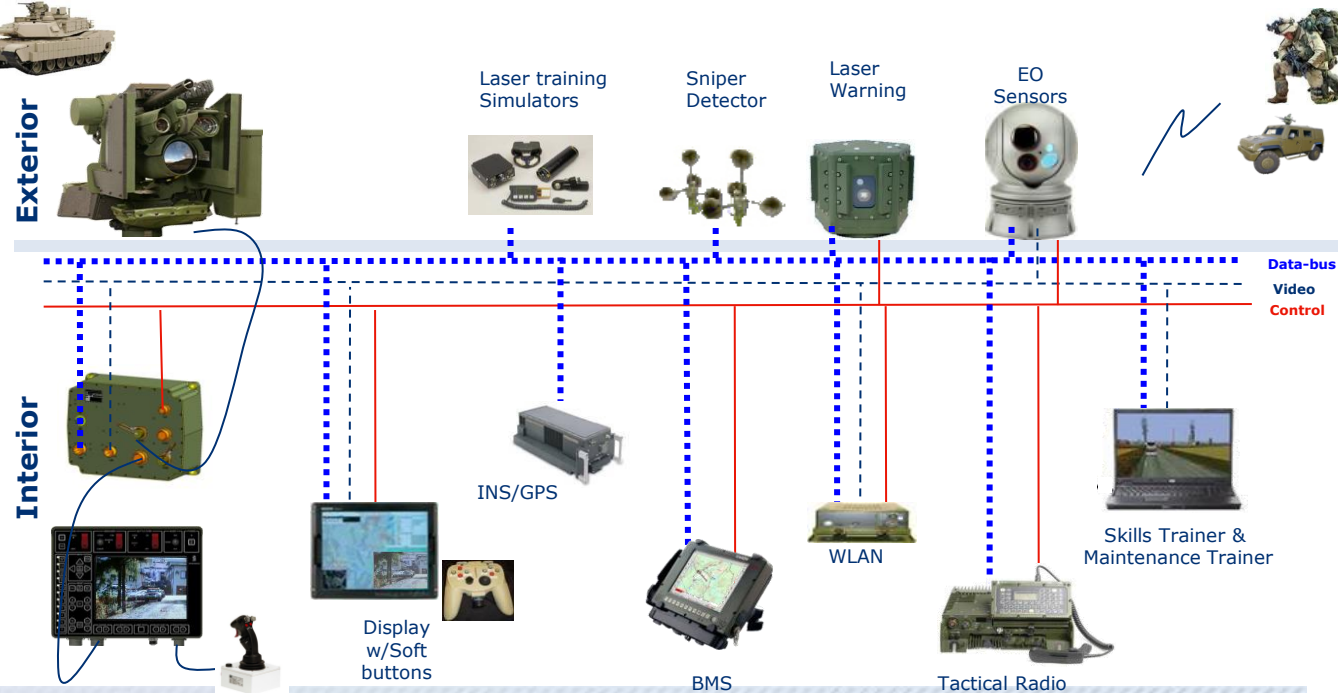


The Challenges



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MANY PLATFORM INTEGRATIONS



The Challenges

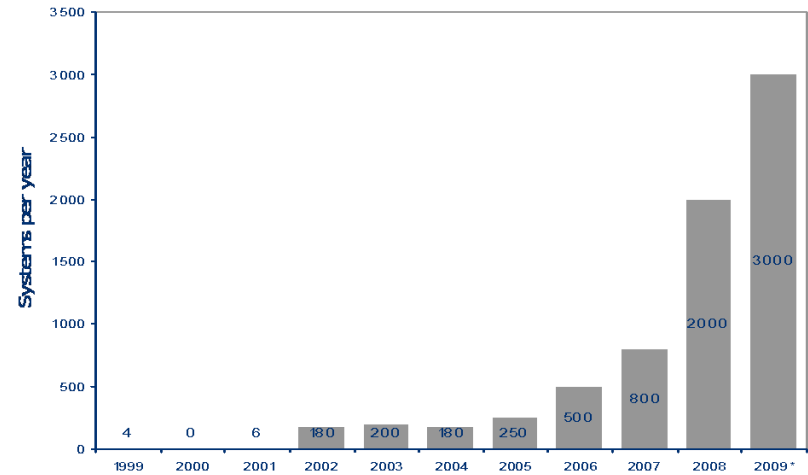


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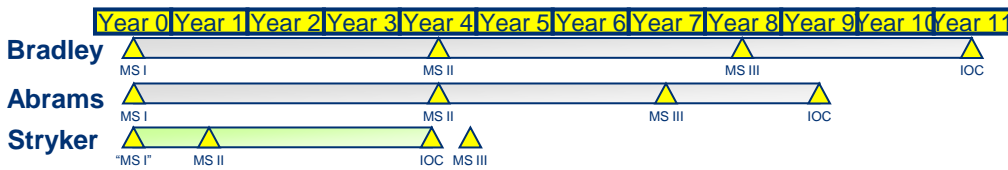
MANY CUSTOMERS



HUGE VOLUMES



SHORT DELIVERY TIME



MANY PLATFORM INTEGRATIONS





The path forward (*Productification*)

- **Standardization**
 - Major effort to reduce number of variants of components
- **Configuration of deliveries**
 - Focus of easy configuration of standardized components to a customer specific Product (including colour and marking)
- **Flexibility**
 - Ensure flexibility for customer specific configuration of product.
 - But, adapt the standard components when needed.
- **Implementation of Product Management processes**
 - Structure the management and development of the Product and its components
 - Product strategy including short and long term roadmaps (5 to 10 years)

Questions?



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KONGSBERG – the worlds leading provider of Remote Weapon Station

