



The PROTECTOR RWS product and its Productification

Pål Andersen, Director, Product Development
Kongsberg Protech Systems



KONGSBERG

WORLD CLASS – through people, technology and dedication

Kongsberg Systems Engineering Event, 2010



KONGSBERG

Topics to be covered:

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

- A Business Area of Kongsberg Gruppen

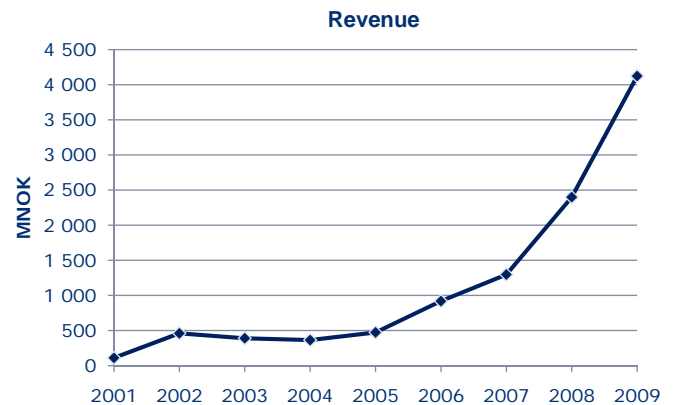
- 2009 revenue of 4 123 MNOK and EBITA of 442 MNOK

- 568 employees (31/12-2009)

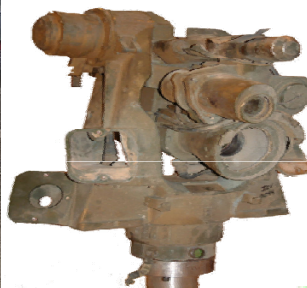
- Revenue 7.3 MNOK/employee

- Offices/factories in:

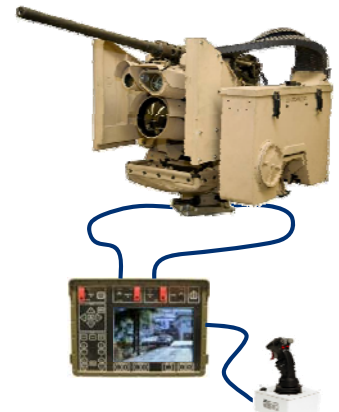
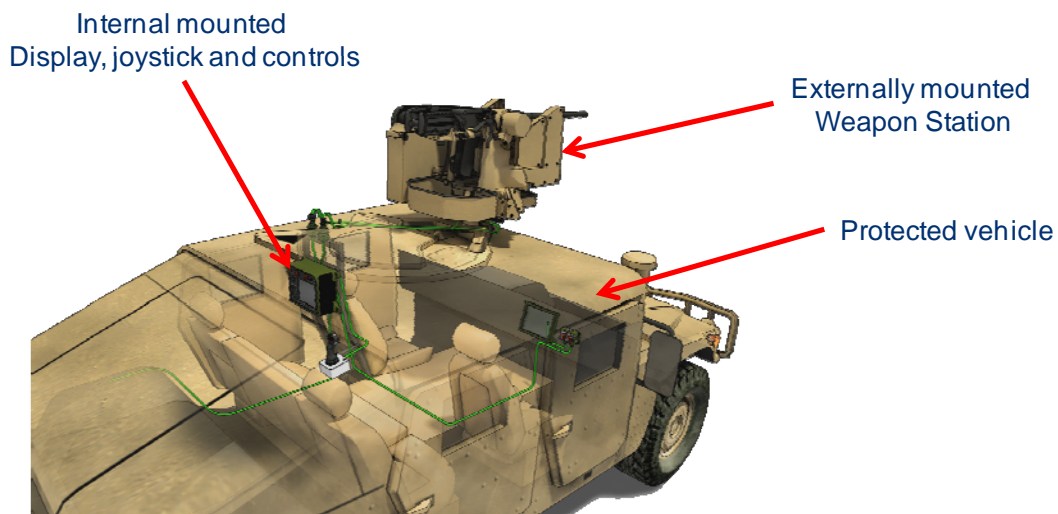
- Kongsberg (Norway)
- Johnstown, Pennsylvania (USA)
- Alexandria, Virginia (USA)
- *Mt Arlington, New Jersey (USA)*
- *London, Ontario (Canada)*
- License production at Thales UK (Scotland)



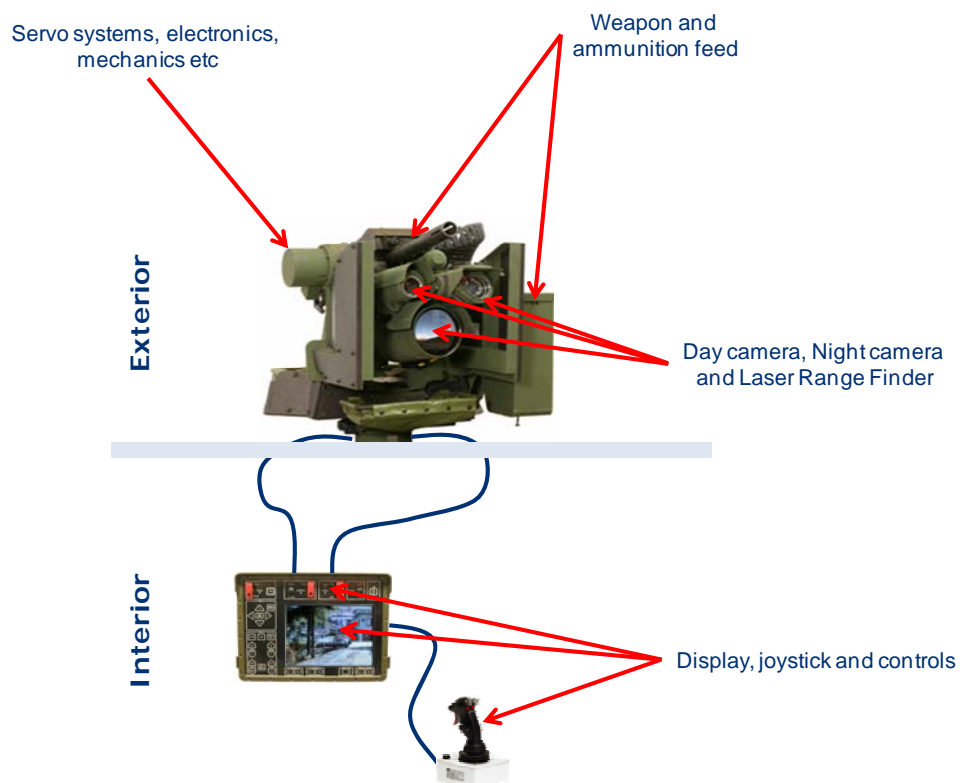
Why a Remote Weapon Station? The "Problem" and the "Answer"



The PROTECTOR mounted in a vehicle (illustration)



The PROTECTOR main components:

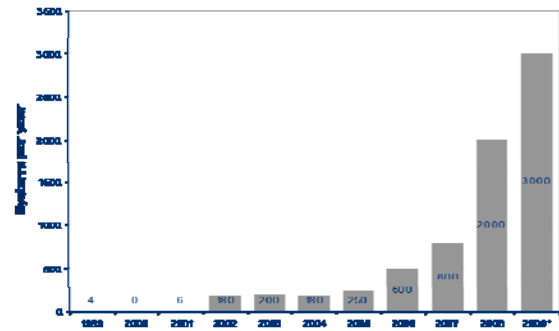


The Challenges

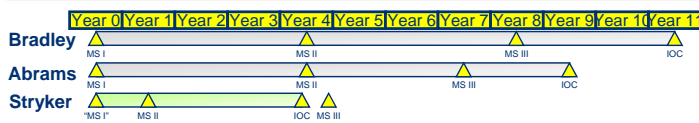
MANY CUSTOMERS



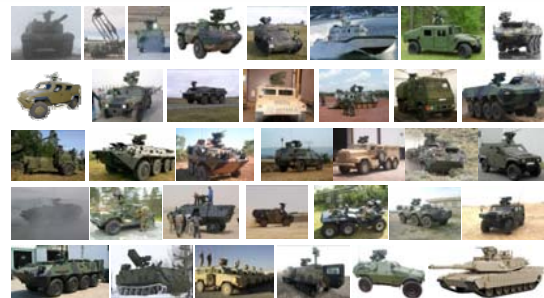
HUGE VOLUMES



SHORT DELIVERY TIME



MANY PLATFORM INTEGRATIONS



Challenges (con't)

- All projects are somewhat different
 - > ~40 variants of the product including System configurations
(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 path forward



- Standardization
- Configuration
- Flexibility
- Implementation of Product Management processes

Questions?



KONGSBERG – the worlds leading provider of Remote Weapon Station