SAAB SOLUTIONS FOR PORTS AND MARITIME TRAFFIC MANAGEMENT

FREDRIK GUSTAFSON
HEAD OF SALES & MARKETING
LATIN AMERICA
AN OVERVIEW OF OUR COMPANY

SALES

23,527
MSEK (2014)

14,700
EMPLOYEES

100
CUSTOMERS COUNTRIES

Geographic sales distribution

Air
Land
Naval
Security
Commercial aeronautics

100
45
14
22
10
8
%
A LONG HISTORY – LOOKING TO THE FUTURE

1937
Saab founded

2000
Celsius acquired

2006
Ericsson Microwave Systems acquired

2012
HITT acquired

1646
Bofors founded

1990
Saab Automobile independent company

2005
Grintek acquired

2011
Sensis Corp. acquired

2014
Saab Kockums acquired

Building strength through acquisition
THE ONE-STOP-SHOP FOR MARITIME TRAFFIC MANAGEMENT

SAAB AB

QPS
The Netherlands

HYDROGRAPHY
QINSy
Qastor
Fledermaus

AD NAVIGATION
Norway

NAVIGATION
ADX-XR
ADX-DUO
ADQ-2

Saab Technologies Inc
(Klein)
Canada

PORT MANAGEMENT
KleinPort
KleinPilot

Saab Technologies BV (NITT)
The Netherlands

MARINE TRAFFIC
V3000

Saab TransponderTech
Sweden

AIS
AIS Transponders
Coastwatch AIS
network
AIS Base stations

Saab Dk
Denmark

Integrated
Communication and
Safety
Tacticall
OneView
SAFE

Saab SeaEye
Sweden, UK

Underwater
Systems
SeaEye
Double Eagle
Divers Detection
SAAB INTEGRATED TRAFFIC AND PORT MANAGEMENT SOLUTIONS

HYDROGRAPHICS
VESSEL TRAFFIC SERVICES
AIS
PORT MANAGEMENT
PRECISION NAVIGATION
INTEGRATED COMMS & SECURITY
UNDERWATER SYSTEMS
HYDROGRAPHICS

• Quality Positioning Services

• Carry out a Hydrographic Seabed Survey of the area and create an Electronic Nautical Chart (ENC)

• Saab Products:
  – QINSy
  – Flerdermaus
  – Portable Pilot Units

Data Acquisition
Visualization/processing
ENC production
VESSEL TRAFFIC SERVICES

- Vessel Traffic Management Information Systems
  - Coastal Surveillance
  - Maritime Domain Awareness
  - Platform Protection
  - Information Service (INS)
  - Traffic Organization Service (TOS)
  - Navigational Assistance Service (NAS)

- Building blocks
  - Radars and other sensors
  - Automatic Identification System (AIS)
  - Central processing, Traffic center, Radio communications

- Saab Products:
  - CoastWatch VTMIS
  - V3000
AUTOMATIC IDENTIFICATION SYSTEM (AIS)

• Automatic Identification System (AIS)
  – AIS transponder systems
  – AIS base stations and networks
  – Network of AIS base stations to keep track of vessel traffic
  – Navigation systems

• Saab Products:
  – R5
  – R4
  – R40
PORT MANAGEMENT

- Port Services, Vessel and birth planning, Billing and reporting, Information exchange with VTS
  - Management of resources and services
  - Berths
  - Pilots
  - Tugs
  - Stevedores
  - Contract management (leases)
  - Automates complex tariffs & contracts (cargo, property, visits, resources)
  - Electronically generate, validate and send invoices

- Saab Products:
  - Saab Klein Port PMIS

**Benefits:**
- Significantly improves a port’s efficiency
- Reduces Accounts Receivables and improves cash flow
- Improves Billing accuracy and increases revenue
- Streamlines work flows and reduces paperwork
NAVIGATION

• Advance Pilotage, Precise Navigation
  – Portable Pilot Systems, Portable Pilot Unit (PPU)
    – Wireless
    – Ruggedized
    – Marine pilot brings it on-board in a backpack
    – Centimeter precision navigation

• Saab Products:
  – QPS, Portable Navigation Units
COMMS, SECURITY AND SAFETY SOLUTIONS

- Situational Awareness for Enhanced Security and Safety
  - Integrated Communication
  - Surveillance and Detection
  - Cyber Security
  - Perimeter Protection
  - Access Control
  - Command & Control
  - Security Services

- Saab Products:
  - Tacticall
  - SAFE
  - OneView

Ensure optimal deployment of resources
Plan & Dispatch work orders and action plans
Integrated common interface for all communications
Real-time situational awareness and position tracking
Instant information sharing
UNDERWATER SYSTEMS

• World leader in the design and manufacture of electric underwater vehicle systems and supporting equipment

• Saab Products:
  – Inspection systems: Seaeye Falcon, Seaeye Tiger, Seaeye Lynx
  – Survey and Light work systems: Seaeye Cougar, Seaeye Panther
  – Seaeye Leopard Electric Workclass, Seaeye Jaguar Electric Workclass
  – Double Eagle, Hybrid AUV/ROV
  – Divers detection systems
THANK YOU!

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