

# Request from Aerodata

Tuesday, October 20, 2015 17:30

Subject	Request from Aerodata
From	[REDACTED]
To	Registration
Sent	Thursday, January 10, 2013 09:31

Dear colleagues,

May I kindly ask you to register the email below.

Thank you very much and have a very good New Year!

Best regards,

[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland  
Tel. [REDACTED]  
Fax +48 22 205 9501  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** 08 January 2013 14:40  
**To:** [REDACTED]  
**Subject:** Happy New Year !

Good day Mr. [REDACTED]

I wish you a very happy new year 2013 - may it bring you health, happiness, peace and success to you and your Nearest !

Your certainly remember the discussions we've had on the opportunity of the SAR conference held in Dublin in March 2012 . In the meantime Aerodata pursued efforts for further developments of its mission-system capabilities for enhanced situational maritime awareness. My intention is to give you an update on these acquisitions and to personally discuss with you if these are considered useful for the diversified mission requirements on the EU External Maritime Borders. Please find in enclosure a summary presentation of the 2<sup>nd</sup> MPA-platform delivered to Malta Armed Forces in 2012.

Do you think we can arrange a meeting for this, a suggestion from my side is cw04/2012. Please let me know your ideas in a time of your convenience, thank you !

Best regards,

[REDACTED]

[REDACTED]  
Director Business Development  
Defence & Security

Aerodata AG  
Hermann-Blenk-Str. 32-34  
D-38108 Braunschweig

Fon:

[REDACTED]  
[REDACTED]  
[REDACTED]

weblink: [www.aerodata.de](http://www.aerodata.de)

---

Aerodata AG, Hermann-Blenk-Strasse 34-36, 38108 Braunschweig, Germany

Telefon: [REDACTED] Fax: [REDACTED]

Vorstand: [REDACTED] Vorsitzender des Aufsichtsrates: Prof. Dr. [REDACTED]

Registergericht: Amtsgericht Braunschweig HRB 5217

# Advanced Situational Awareness Training

Tuesday, October 20, 2015 17:31

Subject	<b>Advanced Situational Awareness Training</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Monday, January 14, 2013 09:34

Dear colleagues,

Please register the email below.

Thank you very much,

From: [REDACTED]  
Sent: Saturday, January 12, 2013 15:28  
To: [REDACTED]  
Cc: [REDACTED]  
Subject: Advanced Situational Awareness Training

Good Morning [REDACTED]

In the e-mail correspondence below, Mr [REDACTED] very kindly reached out to you regarding the Advanced Situational Awareness Training provided by Orbis Operations. Your reply to him indicated that early this year would be the most appropriate time to contact you.

The Company I represent provides Advanced Situational Awareness Training (ASAT) and Insider Threat Situational Awareness (IT SAT) to a wide US and International audience. It has been embraced by the US Army, Navy Seals, NATO C-IED and we are developing a Maritime ASAT course to be run in Spring/Summer this year at the NATO Maritime Interdiction Operations Training Centre (NMIOTC). The New Zealand Army is now requesting ASAT courses this year and when we briefed the Commander of the NZ Army, he stated that he wanted ASAT to re-vitalize the way in which the NZ Army does its business!

ASAT can be applied to any domain such as Military, Police, Border Guard and crowd control operations and provides individuals with the knowledge and understanding to rapidly spot anomalies and act quickly to make a decision. It is a non-material solution that enhances existing Tactics, Techniques and Procedures and Standing Operational Procedures. It can be applied to any domain, culture or geography.

I understand that the Greek Police have made contact with some FRONTEX Liaison Officers with a view to discussing options to bring ASAT courses to Greece, possibly in conjunction with FRONTEX.

I hope that you find this an interesting concept and if you wish to learn more, please contact me and I will arrange to call you to provide more information.

Kind regards,

[REDACTED]  
[REDACTED]  
Senior Manager; Human Behavior Pattern Recognition & Analysis / Irregular Warfare Orbis Operations, LLC  
6849 Old Dominion Drive, Suite 310  
McLean, VA 22101  
Cell Phone: [REDACTED]  
[REDACTED]

Classification:       Unclassified  
Warning:               For Official Use Only FOUO / Privacy Sensitive. Any misuse or unauthorized access or reproduction may result in both civil and criminal penalties.


Orbis Operations Office information;  
Phone: [REDACTED]  
[www.orbisops.com](http://www.orbisops.com)<<http://www.orbisops.com/>>

[cid:image001.png@01CDF0A6.C6882160]

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# FW: AOptix Technologies

Tuesday, October 20, 2015 17:32

Subject	<b>FW: AOptix Technologies</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Monday, January 28, 2013 23:17
Attachments	 SMI White Paper

Dear colleagues,

Please register the email below.

Thank you very much,

[REDACTED]

**From:** [REDACTED]@com]  
**Sent:** Monday, January 28, 2013 10:04  
**To:** [REDACTED]  
**Subject:** AOptix Technologies

[REDACTED]

By way of introduction, I am making contact with you after being given your name by Dr. [REDACTED] of IBM (UK). I am working with [REDACTED] on a couple of projects & I asked who I should talk with at FRONTEX.

You may have heard of AOptix Technologies, we are installed at London's Gatwick Airport, working with a number of Airlines & installed extensively in the middle East – all working with our InSight Iris recognition solutions.

We are also in the process of delivering Smart Mobile Identity that leverages the unique capabilities of smartphones to deliver fast, intuitive, accurate, and connected biometric identity verification capability, enabling secure, trusted transactions in a vast array of applications, heralding a new era for the biometrics and identity industry.

I have attached our White Paper that provides an overview & would very much welcome a follow on discussion with you & look forward to your feedback & advise on any next steps that we could embark on.

Best regards – [REDACTED]

**Paul Gasson**




Sales Director, Identity Solutions Europe

O: + [REDACTED]  
[REDACTED]  
[www.AOptix.com](http://www.AOptix.com)

**aoptix™**

# FW: Airship Surveillance System / Tethered Balloon

Tuesday, October 20, 2015 17:35

Subject	<b>FW: Airship Surveillance System / Tethered Balloon</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Thursday, February 07, 2013 11:04
Attachments	<div> T-C350</div> <div> T-C1400</div> <div> Aerostat Report</div>

Dear colleagues,

May I kindly ask you to register the email below.

Thank you very much,

[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Thursday, February 07, 2013 11:00  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** RE: Airship Surveillance System / Tethered Balloon

Dear Mr [REDACTED]

Please find attached some documents and information on A-NSE company.

A-NSE offers its customers airborne surveillance systems to protect and defend their interests. What makes these systems stand out is that they are installed in aerostats (moored balloons and airships). These systems are used for a variety of missions:

- Military: surveillance of oceans, borders and military camps, intelligence and reconnaissance missions, etc.
- Civilian: monitoring motorway traffic, events, etc.

The configuration of the A-NSE systems depends on the specific features of the area to be monitored.

A-NSE offers turnkey solutions.

A-NSE has been requested by the French Oil and Gas company TOTAL to install the T-C350 system in the Middle-East.

The US Army has operated for many years tethered balloons in Afghanistan and Irak. As the experience feedback is very positive, s you may know, the US MOD (see attached) invested more than \$7 Billion in previous years the Aerostat Industry and A-NSE company is the European Leader of this industry. Also, the US Homeland Department has been operating aerostat system :

[http://gcn.com/Articles/2012/08/16/CBP-aerostats-unmanned-blimps-border-surveillance.aspx?](http://gcn.com/Articles/2012/08/16/CBP-aerostats-unmanned-blimps-border-surveillance.aspx?Page=1)

[Page=1](http://gcn.com/Articles/2012/08/16/CBP-aerostats-unmanned-blimps-border-surveillance.aspx?Page=1)

<http://www.uasvision.com/2012/08/17/aerostats-to-monitor-mexican-border/>

<http://www.huffingtonpost.com/2012/08/22/aerostats-mexico-border-patrol n 1823402.html>

Therefore, A-NSE proposes to Frontex to make an experimentation with its sytem.

Many thanks for your kind attention in this matter and I hope we will find a day to do this experimentation,

Best regards,



**Aero-Nautic Services & Engineering**

Tel. : [REDACTED]

Mob. : [REDACTED]

[www.a-nse.com](http://www.a-nse.com)





# FW: Invitation to the MSPO Poland

Tuesday, October 20, 2015 17:36

Subject	FW: Invitation to the MSPO Poland
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Wednesday, February 20, 2013 10:08

Dear colleagues,

Please register the email below.

Thank you very much!

Best regards,

[REDACTED]

**From:** [REDACTED]  
**Sent:** Tuesday, February 19, 2013 17:29  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** RE: Invitation to the MSPO Poland

Dear [REDACTED]

I hope this mail finds you well.

I just returned from Athens where IAI presented to the Hellenic navy our new concepts for protecting the Aegean Sea.

These include cost-effective long range and 'Over The Horizon' (OTH) costal radars, as well as maritime patrol per –need only.

I'll be happy to share the above concepts with the Frontex team and to discuss and how we can help the Greek authorities with their land border (presented in 2012) and the maritime arena.

We are looking for a test area for our new innovative OTH radar. This can be a new technology research at, almost, no cost for you.

We can also advise on the costal patrol vehicle project.

If any of the above is of interest for you, we can meet again to discuss it.

Best Regards

[REDACTED]

*Corporate Marketing - Europe ,Manager  
.Israel Aerospace Industries Ltd*

[REDACTED]

[REDACTED]

# FW: Aerial Surveillance Solutions

Tuesday, October 20, 2015 17:36

Subject	<b>FW: Aerial Surveillance Solutions</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Thursday, February 28, 2013 16:52

Dear colleagues,

I am kindly asking you to register the email below.

Thank you very much.

Best regards,

[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Thursday, February 28, 2013 16:07  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Aerial Surveillance Solutions

Hello [REDACTED],

I would like to present an **update and briefing** on L-3 Communications airborne surveillance capabilities for policing and border security?

Will you be attending the Security and Policing Exhibition, 12<sup>th</sup> to 14<sup>th</sup> March, Farnborough UK?

If you are, perhaps we could take the opportunity to meet up.

If you won't be attending the exhibition, would you be prepared to host a meeting at you HQ in Warsaw?

I appreciate you have a busy schedule and I am happy to meet at your convenience.

Kind Regards,

[REDACTED]



ISR Air Support Consultant (SPYDR) L-3 Communications MID

[REDACTED]  
[REDACTED]

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(5) Please note that, although the correspondence between us may be intended to be part of our ongoing negotiations, nothing in it should be construed as a formally binding and concluded agreement unless agreed as such in writing.

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# Advance wide area surveillance and Image Intelligence (IMINT) management solutions - Expression Of Interest (EOI) by Rafael advance defence systems Ltd.

Tuesday, October 20, 2015 17:36

Subject	<b>Advance wide area surveillance and Image Intelligence (IMINT) management solutions - Expression Of Interest (EOI) by Rafael advance defence systems Ltd.</b>
From	[REDACTED]
To	Frontex
Cc	[REDACTED]
Sent	Monday, March 18, 2013 12:03

Dear Sir/ Madam,

I would like to seek your kind assistance in referring me to the right person in your organization, to whom I would like to introduce a portfolio of advanced applications for Persistent and Wide Area Surveillance, hoping it may apply to some of the demanding needs for smart border control.

Our company, **Rafael advance defence systems Ltd.** ( [www.rafael.co.il](http://www.rafael.co.il) ) , is a world leader in Intelligence Surveillance and Reconnaissance (**ISR**) field and has delivered for years such advance capabilities to many European governments (i.e., armed forces), such as Germany, UK, NL, Italy, Spain, Sweden and others. It is important to mention that our company is also a government (Israeli) owned organization, which is still considered as the national centre of excellence for **ISR**. Hence, we enjoy massive R&D investments in order to keep our leading market position, which is known as a growing market internationally.

The following links can give an initial impression of some of the capabilities which we were hoping to discuss with **FRONTEx**:

- <http://www.rafael.co.il/Marketing/334-1585-en/Marketing.aspx>
- [http://www.rafael.co.il/marketing/SIP\\_STORAGE/FILES/6/956.pdf](http://www.rafael.co.il/marketing/SIP_STORAGE/FILES/6/956.pdf)
- <http://www.rafael.co.il/Marketing/192-1698-en/Marketing.aspx>
- <http://www.rafael.co.il/Marketing/192-1698-en/Marketing.aspx>
- [http://www.rafael.co.il/marketing/SIP\\_STORAGE/FILES/9/1129.pdf](http://www.rafael.co.il/marketing/SIP_STORAGE/FILES/9/1129.pdf)

Since the demand for high quality data collection and interpretation is massively growing, both in the civilian and military worlds, it seems beneficial to exploit these proven technologies , also for advance civilian border monitoring and control applications.

We would be very grateful if given the chance to meet with **FRONTEx** officials and jointly explore potential options. It is also important to note that besides our Israeli based operation, we are also active in Europe through local European subsidiaries, which may also make the dialogue easier for both sides.

I hope that this mail will arrive to the right recipient and in case it hasn't, please accept my sincere apology.

For Further information please do not hesitate to contact the undersigned.

Yours faithfully,

[REDACTED]

MD Rafael London office

Office Tel [REDACTED]  
UK mobile [REDACTED]  
Israeli mobile [REDACTED]

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# FW: Invitation to a SEABILLA demonstration

Tuesday, October 20, 2015 17:36

Subject	<b>FW: Invitation to a SEABILLA demonstration</b>
From	[REDACTED]
To	Registration
Sent	Friday, July 12, 2013 12:06
Attachments	 Invitation_S eaBILLA_...  ATT00001  ATT00002

Please, register this invitation.

Best regards

[REDACTED]

**From:** [REDACTED]  
**Sent:** 11 July 2013 19:50  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Invitation to a SEABILLA demonstration

Dear all

We will achieve flight demonstration of our Patroller RPAS system in September in the frame of the FP7 SEABILLA project, a project focusing on maritime surveillance. Within this project, Sagem is in charge of innovative developments in airborne imaging chain and provides the RPAS demonstrator.

We are very pleased to invite you to attend the flight demonstration event that will take place in Cherbourg (North of Normandy) on the 25<sup>th</sup> of September.

The Patroller flights (performed with safety officer on-board) will feature new concepts of autonomous mission control based on automated target detection and tracking and optimized on-board payload control. This demonstration will also be the opportunity for you to see the Patroller Air Vehicle fitted with the latest Sagem Euroflir EO/OR payload and an HD imaging chain.

You will find all useful information related to this demonstration in the enclosed flyer, which describes the overall Seabilla trials program.

Could you please confirm your interest for this demonstration ? We remain fully available for any further information you may require.

Looking forward to meeting you again,

Cordial regards

[Redacted signature]



**Olivier REICHERT**

UAV Programs

Program Manager, Business Development and R&D


Office +33 (1) 58 11 67 26

Mobile +33 (6) 30 97 23 37

*[olivier.reichert@sagem.com](mailto:olivier.reichert@sagem.com)*

# Invitation - EFFISEC Final Maritime Border Demonstration

Tuesday, October 20, 2015 17:37

Subject	Invitation - EFFISEC Final Maritime Border Demonstration
From	[REDACTED]
To	Registration
Sent	Tuesday, July 16, 2013 15:07
Attachments	 [REDACTED]

Dear colleagues,  
Please register the email below.  
Thank you very much!  
Best regards,  
Dragos



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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-----Original Message-----

From: [REDACTED]  
Sent: 11 July 2013 17:19  
To: [REDACTED]  
Subject: Re: Invitation - EFFISEC Final Maritime Border Demonstration

Dear [REDACTED],

Please find attached to this email a personal invitation to the EFFISEC project final demonstration at the Albita maritime border checkpoint on September 17th 2013.

To register please visit: <http://effiseclisbon.eventbrite.com>  
<<http://effiseclisbon.eventbrite.com/>>

For further information on/queries regarding the demonstration please contact: [REDACTED] or the Project Coordinator  
[REDACTED] [REDACTED]



We look forward to seeing you in Lisbon in September,

With regards,

Dr. [REDACTED].

# FW: RPAS

Tuesday, October 20, 2015 17:37

Subject	<b>FW: RPAS</b>
From	[REDACTED]
To	Registration
Sent	Monday, July 29, 2013 16:31

Dear colleagues,  
Please register the email below.  
Thank you very much.  
Best regards [REDACTED]  
[REDACTED]

-----Original Message-----

From: [REDACTED]  
Sent: Monday, July 29, 2013 15:59  
To: [REDACTED]  
Cc: [REDACTED]  
Subject: RPAS

Dear Sirs,

Thank You very much for hosting the workshop on Aerial Border Surveillance in Almeria on the 25th.

Following our discussions during the workshop, we would be pleased to present Selex ES capabilities in the RPAS domain through a dedicated meeting in Frontex.

We remain at Your disposal in order to agree a possible candidate date on this subject.

Looking forward to meeting You.

Best Regards

[REDACTED]  
Marketing, Sales & Business Development  
Regional Marketing NATO/ UE

Selex ES, S.p.A.  
Via Tiburtina Km 12.400  
00131 Rome (Italy)

[REDACTED]  
[REDACTED]  
[REDACTED]  
[www.selex-es.com](http://www.selex-es.com)

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# Eurosur

Tuesday, October 20, 2015 17:37

Subject	<b>Eurosur</b>
From	[REDACTED]
To	Frontex
Cc	[REDACTED]
Sent	Wednesday, July 31, 2013 11:53

Dear Sirs,

With reference to Eurosur, Selex ES considerably expect the adoption of the relevant European Regulations within the incoming six-month period. For this reason, we would be pleased to better understand, from the FRONTEX direct perspective, the future cooperations and capability building scenarios, including the relevant time schedule.

Please consider that Selex ES through the Seabilla research project and the participation to the Marborsur implementation group is supporting the Agency in the preparatory work for the Eurosur implementation (with a special focus in the small boat detection). The company can further boast on his long experience of cooperations with Frontex in various areas, aiming to play a significant role in the future capabilities scenario foreseen by the Agency, also in cooperation with other international Stakeholders.

We believe that an open fruitful discussion with Frontex, during a meeting planned on this subject, could help us in order to fully understand how Selex ES could help the Agency to reach his objectives.

Looking forward to receiving Your kind reply

Kind Regards

[REDACTED]  
Marketing, Sales & Business Development  
Regional Marketing NATO/ UE

**Selex ES, S.p.A.**  
Via Tiburtina Km 12.400  
00131 Rome (Italy)

[REDACTED]  
[REDACTED]  
[REDACTED]  
[www.selex-es.com](http://www.selex-es.com)

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# FW: INVITATION TO JOIN THE 1st PERSEUS DEMONSTRATION EVENT

Tuesday, October 20, 2015 17:38

Subject	FW: INVITATION TO JOIN THE 1st PERSEUS DEMONSTRATION EVENT
From	[REDACTED]
To	Registration
Sent	Monday, August 12, 2013 16:25
Attachments	 PERSEUS_D emonstra...

Dear colleagues,  
Please register the email below.

Thank you very much.  
Best regards,  
[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Monday, August 12, 2013 15:56  
**Subject:** INVITATION TO JOIN THE 1st PERSEUS DEMONSTRATION EVENT

**Join the 1st PERSEUS Demonstration Event, a one day event designed to allow users and other key stakeholders to participate to PERSEUS exercises and experience the benefits of the PERSEUS innovations.**

PERSEUS is a large scale cooperative Research and Development Demonstration Project, supported by the European Commission as part of the Security Research Theme of FP7 managed by DG-Enterprise & Industry, and representing a major initiative in the area of maritime border surveillance.

PERSEUS represents one of the most ambitious initiatives in FP7. Its purpose is to develop and demonstrate maritime surveillance capabilities integrating them into a system which includes existing national installations enhanced with innovating technologies and communicating through advanced data exchanges.

By joining the 1<sup>st</sup> Demonstration Event you will be able to:

- Experience European maritime surveillance during sea and land based deployments of the PERSEUS exercises;
- See how PERSEUS is improving the detection of small boats and protecting migrants' lives.

The event will take place on the 24th September 2013 in Madrid and is hosted by Guardia Civil.

Attendance to the event is free of charge, including the evening social dinner.

However, **pre-registration is compulsory**, and the attendance capacity is limited.

Register at [PERSEUS Registration Page](#). Registration closes on the 5<sup>th</sup> September 2013.

Highlights of the 1<sup>st</sup> PERSEUS Demonstration Event include:

- visits to Guardia Civil's National Coordination Center, allowing to witness the ongoing exercise in real time
- detailed information about the actual exercises and assets deployed
- interactive demonstration stands displaying some of the latest PERSEUS innovations as well as the PERSEUS data exchange exercise

Find more details at <http://www.perseus-fp7.eu>

Looking forward to meet you in Madrid!

  
**Indra Sistemas**

Anabel Segura 7  
Alcobendas, Madrid  
ESPAÑA

  
  
[www.indra.es](http://www.indra.es)




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# FW: PERSEUS demonstration event - invitation as panel chair / speaker

Tuesday, October 20, 2015 17:38

Subject	<b>FW: PERSEUS demonstration event - invitation as panel chair / speaker</b>
From	[REDACTED]
To	Registration
Sent	Tuesday, September 03, 2013 16:49
Attachments	 PERSEUSDe monstrati...

For registration.

[REDACTED]

**From:** [REDACTED]  
**Sent:** 03 September 2013 16:47  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** PERSEUS demonstration event - invitation as panel chair / speaker

Dear Mr [REDACTED]

I am the coordinator of the dissemination activity for the PERSEUS project and we are holding the 1st PERSEUS demonstration event in Spain, at Guardia Civil on the 24th September. The purpose of the event is to show / involve users in one of the PERSEUS exercises. The exercise will take place during the event and attendees will be invited to visit the new Guardia Civil facility during the live operations.

The event has an agenda that includes, in addition to these visits, a set of panels and presentations as well as 10 stands all focused on demonstrating new capabilities.

The afternoon of the event has a panel from 15:00 to 16:30 whose aim is to involve users and focus on how these new capabilities are needed to address the challenges of maritime surveillance and specifically small boats detection. We are confirming which users will represent each country (from those involved in PERSEUS) and would like to invite you to chair this panel.

Chairing would also involve a short presentation on the challenges that Frontex has detected as key, each user also being invited to a short presentation before an interactive questions and answers.

The agenda is in annex, could you provide me with your feedback and availability for this panel?

many thanks for your support, best regards

[REDACTED]

## Research and Innovation Labs - Security Programmes

Email: [REDACTED]

Skype: [REDACTED]

Mobile: [REDACTED]



# Meeting request

Tuesday, October 20, 2015 17:44

Subject	Meeting request
From	[REDACTED]
To	Registration
Sent	Friday, October 18, 2013 16:19

Dear colleagues,  
Please register the email below.  
Thank you very much. Best regards,

From: [REDACTED]

Date: 2013/10/18

Subject: Meeting Request- ICAO Symposium Montreal

To: [REDACTED]

Dear Ms. [REDACTED]

My colleagues and I are looking forward to your presentation "A Regional Perspective: the On-going Work of Frontex on ABCs in Europe" at the Ninth Symposium and Exhibition on ICAO MRTDs, Biometrics and Border Security in Montréal next Wednesday. We are also interested in setting up an appointment to meet with you during the conference to solicit your perspective on a research project that we are working on for the ITW Security Division, which consists of Covid, Fasver, and Imagedata. These ITW companies, located in the U.S., France and the U.K. (respectively), manufacture security laminates and dye sublimation ribbon that are used in passports, national IDs, driver's licenses, and other high-security IDs worldwide.

Our team has been tasked with developing a greater understanding of ABC systems and machine assisted authentication of travel documents to identify ways for ITW to bring more value to the market. This would potentially involve the development of new products and/or services to help facilitate authentication of MRTDs. We are especially interested in discovering ways that we can make the process more efficient and more secure for all parties involved.

As part of this project, we are interested in speaking with experts, such as yourself, who can provide a unique perspective on the market. Would you be willing to meet with us in Montréal during the conference to help us learn more about market needs related to machine assisted authentication of travel documents? These conversations typically take about one hour. We would be flexible to meet at your convenience October 22 – 24, 2013.

Thank you, in advance, for your consideration. I'm looking forward to hearing back from you.

Best Regards,

[REDACTED]  
Marketing and Communications [REDACTED]  
ITW Security Division  
[REDACTED]  
Office: [REDACTED]  
[REDACTED]

# Fwd: WIBC conference follow up e-mail

Tuesday, October 20, 2015 17:44

Subject	<b>Fwd: WIBC conference follow up e-mail</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Tuesday, August 27, 2013 12:18

Dear colleagues,  
Please register the email below.  
Thank you very much.  
Best regards,  
[REDACTED]

Begin forwarded message:

**From:** [REDACTED]  
**Date:** 27 august 2013, 11:18:03 GMT+02:00  
**To:** [REDACTED]  
**Subject:** FW: WIBC conference follow up e-mail

Dear [REDACTED]

As you can read below, your colleague [REDACTED] passed your details to us since we were interested to enter in contact with the person in charge of relations with industry at Frontex.

The purpose of the e-mail is not to bombard you as per Jakub's warning but to introduce ourselves and possibly discuss with you what kind of synergies can be established with Frontex and if we can support you in any of your initiatives/R&D/projects

Luciad attended to the WIBC event and our products can represent a real added-value within Border Security thanks to our highly performant and accurate software components for situational awareness. I invite you to consult our website and the LuciadLightspeed video on the following link to get an overview of what we do:

<http://luciadlightspeed.com/>

May I suggest we organize a quick call in the course of next week to discuss this over the phone?

Thanks in advance for your reply

[REDACTED]  
Sales [REDACTED] Benelux & Eastern Europe

LUCIAD NV  
Wetenschapspark Arenberg  
Gaston Geenslaan 11

3001 Heverlee  
Belgium

Phone: [REDACTED]  
Direct Line: + [REDACTED]  
Mobile: [REDACTED]  
Email: [REDACTED]  
Web [www.luciad.com](http://www.luciad.com)

-----Original Message-----

From: [REDACTED]  
Sent: mercredi 21 août 2013 14:33  
To: [REDACTED]  
Cc: [REDACTED]  
Subject: RE: WIBC conference follow up e-mail

Dear [REDACTED]

[REDACTED] (on cc) is our contact person for industry.

But please do not bombard us with emails :-) We have your contact details and will inform you on the forthcoming events, etc.

Cheers,

[REDACTED]

-----Original Message-----

From: [REDACTED]  
Sent: 13 August 2013 16:31  
To: [REDACTED]  
Cc: [REDACTED]  
Subject: WIBC conference follow up e-mail

Dear [REDACTED]

As per our discussion earlier today on the conference, could you please put me in contact with your colleague in charge of relations with the industry so that we can follow up discussions with him?

Also, any additional detail on the event you are looking at organizing for operational people and where industry would be invited will be appreciated

Thank you in advance for your reply

Best regards

[REDACTED]

[REDACTED]

Sales [REDACTED] Benelux & Eastern Europe

LUCIAD NV

Wetenschapspark Arenberg

Gaston Geenslaan 11

3001 Heverlee

Belgium

Phone: [REDACTED]

Direct Line: [REDACTED]

Mobile: [REDACTED]

Email [REDACTED]

Web [www.luciad.com](http://www.luciad.com) <<http://www.luciad.com/>>

# Fwd: Introduction to NICE Systems

Tuesday, October 20, 2015 17:45

Subject	<b>Fwd: Introduction to NICE Systems</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Tuesday, August 27, 2013 12:20

Dear colleagues,  
Please register the email below.  
Thank you very much.  
Best,

[REDACTED]

Begin forwarded message:

**From:** [REDACTED]  
**Date:** 25 august 2013, 08:45:26 GMT+02:00  
**To:** [REDACTED]  
**Subject:** FW: Introduction to NICE Systems

Dear Mr. [REDACTED]

I hope this e-mail finds you well, following a restful summer vacation.

As introduced below, my name is [REDACTED] and I am the director of sales and business development in NICE Intelligence for the European territory.

As briefly described below, our product-line is focused at technologies for intelligence agencies and law enforcement agencies.

If your time and schedule permit, it would be my pleasure to come meeting you for an introductory visit. We can briefly introduce our technologies and product-line; I believe you will find them useful for your different operational needs.

I remain at your service and will await your feedback on the matter.

Best Regards,

[REDACTED]  
Director of Sales & Business Development, Europe  
Intelligence Solutions, NiceTrack  
NICE Systems. Israel

[REDACTED]  
[REDACTED]  
[REDACTED]  
[www.nice.com](http://www.nice.com)

-----Original Message-----

**From:** [REDACTED]  
**Sent:** יום 17:03 2013 22 אוגוסט

To: [REDACTED]

Subject: RE: Introduction to NICE Systems

Dear Mr. [REDACTED]

Thank You for your query.

We as R&D do not purchase any solutions/technologies as such, but rather facilitate interaction between technology/solution providers and the end user community.

Mr. [REDACTED] (on cc) is the person in our Unit, who is responsible for contacts with industry. He might inform you on some forthcoming events we envisage, where you might have a chance to present your products/ideas, etc.

Best Regards,

[REDACTED]

-----Original Message-----

From: [REDACTED]

Sent: 01 August 2013 21:46

To: [REDACTED]

Subject: Introduction to NICE Systems

Dear Mr. [REDACTED]

My name is [REDACTED] and I am the director of sales and business development for NICE Intelligence.

NICE Intelligence is a division of NICE Systems, providing solutions solely to organizations such as yours: law enforcement agencies, SIGIN, internal and foreign intelligence and so on.

I would like to take a minute of your time to present to you our product-line in highlights:

1. Target360: A unified platform for interception, retention, analysis, monitoring and dissemination of COMINT and SIGINT information (telephony, IP and so on).
2. Detection360: An enhancement model for conducting research over masses of information - CDR, IPDR and so on.
3. Citer360: A module to handle OSINT\WEBINT end-to-end, including crawling and harvesting the web, retaining the relevant information based on a self-defined ontology and various functions for monitoring and analyzing the stored information.  
The Citer360 supports both "standard web" (news sites, forums, blogs and so on) as well as social networks (Facebook, Twitter and many

regional networks: Russian, Ukrainian and so on).

I believe our product-line can be of interest for you and for your organization.

If I may, I would like to suggest an introductory meeting. I will be happy to come and meet you in your premises, in order to present NICE and NICE Intelligence, and to mutually explore the possibility of working together in the future.

I will be stating the obvious and say that this proposed visit does not put any obligation on neither you nor your organization.

Looking forward to hearing from you.

Best Regards,

[REDACTED]

[REDACTED] Sales & Business Development, Europe

Intelligence Solutions, NiceTrack

NICE Systems. Israel

(T\F) + [REDACTED]

(M) + [REDACTED]

[REDACTED]

[www.nice.com](http://www.nice.com) <<http://www.nice.com/>>

# FW: Frontex Technology Showroom

Tuesday, October 20, 2015 17:45

Subject	<b>FW: Frontex Technology Showroom</b>
From	[REDACTED]
To	Registration
Sent	Tuesday, September 10, 2013 12:21

Dear colleagues,  
Please register the email below.  
Thank you.  
Best regards,

[REDACTED]

**From:** [REDACTED]  
**Sent:** Tuesday, September 10, 2013 12:18  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Frontex Technology Showroom

Dear [REDACTED]  
thanks for the information exchange we just had on telephone.

As mentioned I am interested in reactivating the initiative for a joint German and Dutch VTOI-UAS test campaign, which was initiated together with representatives of the German federal police and the Dutch Mar de Chaussee after my presentation of the UMAT UAS coast guard campaign (see attachment) in Sofia last year. There I also had a short talk with Zdravko Kolev at the end of the conference where he told me his interest to be informed if such a campaign would be performed. Unfortunately this initiative was not further processed due to internal political reasons on both sides which arised at the end of last year.

Last week I have heard from the end user that there still is a strong national interest in performing such a VTOI-UAS test campaign, preferably together with other EU neighbours such as Poland, Estland, etc. . So I would be happy to get some more information from FRONTEX if there is a chance to support such activity with respect to

- FRONTEX interest and/or strategy to perform such VTOL UAS test campaigns from ship in the near future
- FRONTEX options to co-finance or support in other ways

Since I want to talk to some higher ranks in the Ministry of the Interior and the Federal Police in the next weeks to convince them to restart our former initiative it would be helpful, if I can tell them that our initiative fits well in the strategy of FRONTEX to further push and support such activities.

Beside this of course I see the organisation of a Technology Showroom already as a very helpful instrument to promote the issue of border-security technology. Therefore after I got feedback from you and the talks with the end user I also want to apply for this event.

Looking forward hearing from you soon.

Best regards

[REDACTED]

ESG Elektroniksystem- und Logistik-GmbH  
82256 Furstenfeldbruck, Livry-Gargan-Str. 6, Germany

Dr. [REDACTED]  
[REDACTED] Programmes  
Unmanned Aerial Systems  
Business Area Aviation



Phone: [REDACTED]  
[REDACTED]  
Fax: [REDACTED]  
[REDACTED]  
<http://www.esq.de>

# FW: Seabilla Mediterranean Demo day in Rome on the 5th of November

Tuesday, October 20, 2015 17:45

Subject	<b>FW: Seabilla Mediterranean Demo day in Rome on the 5th of November</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Friday, September 20, 2013 14:06
Attachments	 Invitation_S eaBILLA_...

Dear colleagues,  
Please register the email below.  
Thanks a lot!

-----Original Message-----

From: agostino.longo@selex-es.com [<mailto:agostino.longo@selex-es.com>]

Sent: Wednesday, September 18, 2013 21:22

To: [REDACTED]

Subject: Seabilla Mediterranean Demo day in Rome on the 5th of November

Dear All

You are invited to attend to the Seabilla Mediterranean Demo that will take place at the Finmeccanica venue Via Piemonte 60 in the Rome central area, the next 5th of November.

During the day the Seabilla team will provide the evaluation of suggested solutions to cope with threats occurring in Med waters.

In the attached invitation you will find additional details.

I kindly ask you to confirm your attendance.

Do not hesitate to contact me for any clarification/comments

Best Regards

[REDACTED]  
[REDACTED]









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# FW: I2C project & Cloe Eye ....

Tuesday, October 20, 2015 17:45

Subject	FW: I2C project & Cloe Eye ....
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Monday, September 30, 2013 11:28
Attachments	<div> FFish-Brochure_Sept...  ATT00001  skyship 600 Sep 2012  ATT00002  DirigeableE ADS-Fr-S...  ATT00003  LOGO AVI 2012-MAIL  ATT00004</div>

Dear colleagues,  
May I kindly ask you to register the email below?  
Thank you very much,  
[REDACTED]

**From:** [REDACTED]  
**Sent:** Sunday, September 29, 2013 18:39  
**To:** [REDACTED]  
**Subject:** I2C project & Cloe Eye ....  
**Importance:** High

Dear Mr. [REDACTED]

It was very nice meeting you again in Toulon for the I2C debriefing.

You can see below some news concerning the latest development of the airship industrial initiative's in France.

Also, please find enclosed an equipment which it can bring an added value to the I2C DEMO next year and also bring some significant added value to the mission.  
Flying Fish, interfaced with Wescam Camera will allow to offer an **"audio & visual"** information of suspected vessels... *The authorities are going to be able to see them and to hear what they talking about ...!*

If you are interested, with EU agreement I can try to integrate it to Zeppelin-NT for I2C DEMO next year ? If is successful, then we can integrate it to the Close Eye service proposal ?

By the way, we have registered our participation in Close Eye RFI. Do you have the copy ? If not , I can send it to you ?

Are you going to participate : <http://2013.ocoss.org> ?

Best regards,

[REDACTED]  
[REDACTED]

-----  
----

# FW: UrtheCast the first space based video surveillance (FMV)

Tuesday, October 20, 2015 17:45

Subject	<b>FW: UrtheCast the first space based video surveillance (FMV)</b>
From	[REDACTED]
To	Registration
Sent	Tuesday, October 01, 2013 10:38

Dear colleagues,  
May I kindly ask you to register this email.  
Thank you.  
All the best,  
[REDACTED]

**From:** [REDACTED]  
**Sent:** 30 September 2013 12:08  
**To:** [REDACTED]  
**Subject:** UrtheCast the first space based video surveillance (FMV)

Dear Mr. [REDACTED]

We would like to establish a contact relation with Frontex for a possible collaboration in space based high-resolution video data/services to be used in the detection of borders activities.

More specifically, UrtheCast is Canadian Company based in Vancouver, Canada and listed in the SE Market of Toronto. UrtheCast will release a breakthrough product that will be available in the market in the coming months. UrtheCast established in 2012 having an exclusive ten-year partnership approved by Russian Federation Agency to deploy, operate and exploit two video cameras on the International Space Station a multinational space platform flying at 350 km above earth supported by space agencies from Europe, Canada, US, Russia and Japan. Installation of the cameras will be done on the 20<sup>th</sup> of November 2013 using Soyuz rocket from the Baikonur Cosmodrome in Kazakhstan. The start of commercial operation is expected by February 2014

The first video camera is a medium spatial resolution video of 5.0 meters. The camera provides almost 29 million square km coverage per day at a swath of 45km. The camera is imaging earth on a continuous basis 24/7 providing several passes over day in certain geographic latitudes due to special ISS orbit.  
The second video camera is a high spatial resolution directional video of 1.1 meters with super resolution of 3000X4500 pixels. The duration of the high resolution camera will be 60-90 sec video generating 150 videos per day, whereas each video comprised of 240 single frames of 3.4 X 5.0 km or 120 stereo pairs.  
The daily video coverage will offer an unprecedented capability for an integrated persistent space surveillance and extraction of situation awareness at certain regions, facilities or events via a **Motion Video**. It will also help to provide **reliable evidences on certain events without intruding neighbouring countries air spaces by flying aeroplanes or UAVs.**

We will be delighted to further talk to you and acquainted you with more detailed information.  
We remain,  
Kind regards  
[REDACTED]

--  
**Dr.** [REDACTED]  
[REDACTED] Sales, Europe  
Canada Office +16046691788  
Direct + [REDACTED]  
Mobile [REDACTED]  
[www.urthecast.com](http://www.urthecast.com)

Unit 33 - 1055 Canada Place Vancouver, BC V6C 0C3, Canada





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# FW: Request for visit

Tuesday, October 20, 2015 17:45

Subject	<b>FW: Request for visit</b>
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Monday, October 07, 2013 12:16

Dear colleagues,  
Please register the email below.  
Thank you very much.  
All the best,  
[REDACTED]

-----Original Message-----

From: [REDACTED]  
Sent: Monday, October 07, 2013 12:15  
To: [REDACTED]  
Subject: Request for visit

Dear Mr [REDACTED]

As I have recently overtaken the responsibility for our sales activities in eastern Europe and Frontex I would highly appreciate to meet the Frontex Organization personally discussing current border surveillance activities and tender procedures. And of course we are wondering whether the recent Lampedusa incident will bring up the discussion around the AMASS System or other new surveillance strategies for the blue borders.

I will be in the baltic states next week visiting customers. It would be a pleasure to me to meet you as well.

"P.S.: This e-mail was sent from a handheld."

With kind regards

[REDACTED]

Dipl.-Ing. (Univ.)

Product Manager  
CASSIDIAN  
CASSIDIAN OPTRONICS GmbH  
Wide Area Surveillance  
Carl-Zeiss-Strasse 22  
73447 Oberkochen  
Germany

[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

[www.cassidian-optronics.com](http://www.cassidian-optronics.com)



CASSIDIAN OPTRONICS GmbH – A Cassidian and Carl Zeiss company Carl-Zeiss-Strasse 22 • 73447 Oberkochen • Germany Managing Directors: Ralf Klädtke (chairman) • Thomas Wolf Registered Office: 73446 Oberkochen, Germany District Court of Ulm, HRB 500995 • Ust-IdNo: DE 811880438  
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Thank you.

# FW: Meetings and events

Tuesday, October 20, 2015 17:45

Subject	<b>FW: Meetings and events</b>
From	[REDACTED]
To	Registration
Sent	Monday, October 07, 2013 12:53

Dear colleagues,  
Please register the email below.  
Thank you.  
All the best,  
[REDACTED]

**From:** [REDACTED]  
**Sent:** Monday, October 07, 2013 12:52  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Meetings and events

[REDACTED] can you tell me if there are any FRONTEX sponsored conferences, events, workshops, taking place within the next few months?

I would like to bring [REDACTED] Design and Engineering Manager, Marshall Aviations Services (formerly Hawker Beechcraft Services (UK)), to meet with you and [REDACTED] when convenient.

I am also putting together an independent presentation under my own company, Spirit Communications, and I would like to invite interested participants to engage in a webinar. I will send you my proposed presentation topics agenda when ready.

By the way, are you familiar with Churchill Navigation Augmented Reality Mission System? I can offer you a HD video webinar over WebEx if you are interested. Let me know.

[REDACTED]  
  
C-3 ISR Air Support [REDACTED]  
Spirit Communications UK  
[REDACTED]  
[REDACTED]

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(4) For risk, protection and security purposes, we may monitor e-mails and take appropriate action.







(5) Please note that, although the correspondence between us may be intended to be part of our ongoing negotiations, nothing in it should be construed as a formally binding and concluded agreement unless agreed as such in writing.

\*\*\*\*\*

\*\*\*\*

# FW: SENTILED PROPOSAL...

Tuesday, October 20, 2015 17:46

Subject	FW: SENTILED PROPOSAL...
From	[REDACTED]
To	Registration
Cc	[REDACTED]
Sent	Monday, October 28, 2013 11:36
Attachments	<div> SENTIMED- FFF.pptx</div> <div> ATT00001</div> <div> CV_Nersi_R AZAVI-oct...</div> <div> ATT00002</div> <div> LOGO AVI 2012-MAIL</div> <div> ATT00003</div>

Dear colleagues,  
Please register the email below.  
Thank you.  
Best regards,

[REDACTED]

**From:** [REDACTED]  
**Sent:** Monday, October 28, 2013 11:25  
**To:** [REDACTED]  
**Subject:** SENTILED PROPOSAL...  
**Importance:** High

Dear [REDACTED]

I hope you are well ...

As we discussed, please find enclosed the SENTIMED proposal, in compliance with the conclusion of EU Summit concerning the Lampedusa tragedy ...

As you can see the technical part of it is in English. I will try also to translate the reste in English. But meanwhile, I hope you will understand it.

The logic of this "Non Solicited Proposal" is to avoid to loose one year (2014) by waiting the end of the I2C, issuing RFP, tender...After all the objective of the R&D words is not "Research just for Research" for ever! The final objective is to have an efficient and "useful tool" a.s.a.p and not a useless and endless works ... ?! As far as the clandestine immigration is concerned, as you saw in Toulon - Cuers last july during I2C trials, we have proven operational capacities that can be deployed in 2014.

You can see, the integration of Radar + Optronics etc has been already been demonstrated in the past and there is no major technical barrier and obstacles. I will send you by post the report of the French Navy trials of 1984-1985 demonstrating these capabilitiesThe difference is that today we have a better platform and more performant sensors systems. Please note that with Ocean Master

Thales radar interfaced with optronic camera, the airship will be capable to detect small raft "departure" in the turbulent sea from over 100 Km of distance. These sensors, interfaced with the GPS localisation capacity of "Flying Fish" (not the voice function because of the EU legal issues !) to detect SAT PHONES also, we will have also to confirm the AIS and the radar detected targets.

**Our "immediate solution" for on optional (4 to 7 months) "operational evaluation" in 2014 proposal is unique (no competitors) and exclusive. Why ? Because :**

1/ Zeppelin-NT, is the only modern airship available in Europe to have already the capacity and the capability to fulfill SENTIMED mission (in 2014 ...) based on our operational standard and criteria (service providing ...).

2/ The innovative and attractive aspect of this proposal is based upon:

2-1/ The exceptional endurance capacity of the airship. i.e up to 12hrs/day in 2014

2-2/ Deterrence capacity by using the physical and medias visibility of the airship to **discourage progressively these attempts and therefore the immigrant flow !**

2-3/ Multi mission platform, improving the ratio of cost/effectiveness of your surveillance global system.

3/ Our R&D and our service providing companies (AVI and AIS), by cumulating 35 years of experiences and know in this highly specialized "Lighter Than Air" (LTA) technology are quite unique

in this highly specialized field. With the support of THALES behind, we will be able to provide a high quality services to FRONTEX. My enclosed CV speaks on its own (separately, I will send

you some support documents explaining also my height years of experiences in "space field", in particular with Solar Sail and Photonic Propulsion).

4/ I2C environment and logistic etc and our relationship with THALES is an "exceptional opportunity" allowing us to make this immediate, attractive and innovative proposal.

5/ SENTIMED is one of the result of R&D and DEMO works carried by AVI and being financed by France and Europe (I2C). Therefore, the "operational evaluation" of SENTIMED in 2014

seems to be practically a pragmatic and coherent way (natural logic) to demonstrate the utility of these public fund allocated for research works by EU (?)

6/ Logically speaking, the Lampedusa situation recommend immediate solution. Therefore, it will be no point loose one year by missing this window of opportunity in 2014 ?!

Because of all these reasons, it its obvious (it can be demonstrated) that we do not have in this LTA field any competitors, justifying rationaly the publication of tender, RFP...?

In parallel, if is necessary, we will ask also the support of our Government to support this initiative ?

In order to improve this proposal, I will appreciate a lot to have your "personal feed back" (not contractual !), about this idea for 2014 in relation to the FRONTEX admin and legal rules and its chance to be accepted, by taking into account also our technical deadline of **20, December 2013** (?). ***Do you see any non surmontable obstacles ... ?***

This proposal will also impact positively the Closeye project by providing the credible "operational data"... Closeye team can also be invited to be associated in this 2014 operational evaluation (?).

Best regards,

[REDACTED]

Mobile [REDACTED]

# FW: Invitation to the MSPO Poland

Tuesday, October 20, 2015 17:46

Subject	<b>FW: Invitation to the MSPO Poland</b>
From	[REDACTED]
To	Registration
Sent	Monday, October 28, 2013 15:22

Dear colleagues,  
Please register the email below.  
Thank you very much.  
Best regards,  
Dragos

**From:** [REDACTED]  
**Sent:** Monday, October 28, 2013 09:27  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** RE: Invitation to the MSPO Poland

Dear [REDACTED]

I hope my mail finds you well and hope the weather in Warsaw is not too bad (my daughter is there this week)

I wanted to ask if the tragic events at the Mediterranean Sea really triggered any operative actions at the EU?

I got the news article below but didn't understand if a budget will be allocated for that.

IAI is taking part at the "closeye" bid in Spain.

We have new comprehensive solution for maritime surveillance and tracking (including revolutionary 'over the horizon' long range HF radar) and sure would like to help the EU effort.

Best Regards

[REDACTED]  
*Corporate Marketing - Europe* [REDACTED]  
*.Israel Aerospace Industries Ltd*

## Europe approves new border surveillance after wreck

AFP - The European Parliament approved Thursday a new EU border surveillance system to combat a growing influx of illegal immigrants and refugees, just days after the Lampedusa tragedy highlighted the problem.

The Eurosur system means European Union member states will be "better equipped to prevent, detect and combat irregular migration but also to save migrants' lives," a Parliament statement said.

More than 300 people, mostly from Eritrea and Somalia, died last week when their boat sank off the southern Italian island of Lampedusa, the first EU landfall for many escaping conflict or seeking a better life.

"Only by having a pan-European border surveillance system can we prevent the Mediterranean from becoming a graveyard for refugees," said Jan Mulder, a Dutch Liberal Democrat MEP who guided Eurosur through Parliament.

"To prevent a tragedy like that off Lampedusa from happening again, rapid intervention is necessary," Mulder added.

The key element in the new system is improved information exchange among member states and with the EU border management agency Frontex, the statement said.

"This includes sharing real-time data and intelligence from various authorities and surveillance tools, such as satellites or ship reporting systems," it added.

The Lampedusa disaster has put the EU's asylum policy under a harsh spotlight, with many charging that it forces refugees to resort to desperate measures to reach Europe.

\*\*\*\*\*  
\*\*\*\*\*

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# Registration email

Tuesday, October 20, 2015 17:46

Subject	Registration email
From	[REDACTED]
To	Registration
Sent	Tuesday, November 05, 2013 14:45
Attachments	 ThermoFisher - PAI In...

Dear colleagues,  
May I kindly ask you to register the email below?  
Thank you very much.  
Best regards,

[REDACTED]

**From:** [REDACTED]  
**Sent:** Monday, November 04, 2013 13:51  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:**

Dear [REDACTED]

Thank you very much for your time talking to me today. I highly appreciate your willingness in supporting me to connect with your colleagues in the R&D as well as in the Operations sector of FRONTEx. Also, if you could share your ideas about potential conferences of interest where the industry could meet the users, that would be great.

Please find a short company presentation focusing on our Safety & Security products such as the FirstDefender, TruDefender and TruNarc attached.

I'm looking forward to your reply. Thank you.

Best Regards,

[REDACTED]

[REDACTED]

[REDACTED] Safety & Security International  
Portable Analytical Instruments

Thermo Fisher Scientific  
Niton Europe GmbH

Joseph-Dollinger-Bogen 9

D-80807 Munich, Germany

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]  
[www.thermoscientific.com/pai](http://www.thermoscientific.com/pai)

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Niton Europe GmbH – Joseph-Dollinger-Bogen 9 – D-80807 München – Registergericht: Amtsgericht München – HRB 129790

Geschäftsführer: [REDACTED]



**From:** [REDACTED]

**Date:** October 18, 2013 at 13:23:57 GMT+1

**To:** [REDACTED]

**Cc:** [REDACTED]

**Subject: RE: Thank you**

Dear Mr. [REDACTED]

Today I received a contact for FRONTEX, and I am copying Mr. [REDACTED] from FRONTEX, who covers liaison with industry.

[REDACTED] is in a much better position than I to answer your questions about FRONTEX, although I am always interested in assisting if I can. I appreciated meeting with you and your colleagues at Thermo Fisher, and to learn about the technology that is being deployed for border inspections.

Sincerely,

[REDACTED]

[REDACTED]

Department of Homeland Security Attache, United States Missions to the European Union and NATO

Rue Zinner 13, 1000, Brussels Belgium

[REDACTED]

[REDACTED]

This email is UNCLASSIFIED.

# FW: Imagery Management and Exploitation Systems to aid the Detection and Prevention of Irregular Immigration

Tuesday, October 20, 2015 17:46

Subject	<b>FW: Imagery Management and Exploitation Systems to aid the Detection and Prevention of Irregular Immigration</b>
From	[REDACTED]
To	Registration
Sent	Wednesday, November 06, 2013 16:41

Dear colleagues,  
Please register the email below.  
Thank you.  
Best,  
[REDACTED]



[REDACTED]  
[REDACTED] Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[REDACTED] EU

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**From:** [REDACTED]  
**Sent:** Wednesday, November 06, 2013 14:05  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Imagery Management and Exploitation Systems to aid the Detection and Prevention of Irregular Immigration

Dear Sir,

My colleague Dr [REDACTED] contacted you in July last year. Since then as a result of economic migration from Eastern Europe and Africa and unrest in Syria, Iraq and Afghanistan, there have been many attempts to enter the EU illegally. This is likely to continue and if anything get worse over the coming years. Sadly, recently, and in the full glare of the media, some of these illegal immigrants lost their lives attempting to travel to the EU. This is a difficult and complex problem which faces Frontex. By far the best solution going forward is to detect and try to prevent irregular immigration utilizing readily available intelligence and surveillance technology. As Dr Wileman explained, my company are specialists in surveillance and reconnaissance systems for both manned and unmanned aircraft. We produce and support both long range and short range day and night capable sensors. We believe that our capabilities are ideally suited to the types of border management operations that FRONTEX is currently engaged.

In addition to building a wide range of sensors, UTC Aerospace Systems also provides the state-of-the-

art imagery processing, exploitation and dissemination tools. These tools ensure that the right information is made available to the right people in the right timeframe. This could be achieved by utilizing a communications network like Eurosur to enable the speedy detection, prevention and combating of irregular immigration and cross-border crime. We currently supply a form of modular intelligence networking system to the UK Armed Forces in Afghanistan as well as in support to the UK Royal Navy in its counter piracy operations; delivering processing, exploiting and dissemination over low bandwidth distributed networks both large "still" imagery and full motion imagery. The system is based on geo-spatial reference data and supports standing alerts and automatic synchronization to enable decision makers to have access to the very best situational awareness when new, relevant information becomes available on the network. We have the ability to house this capability in vehicles which range in size from a Landrover to a truck (a Mobile Ground Station (MGS)) For maritime operations that involve the timely interdiction and, in many cases, the life-saving of illegal immigrants the improved situational awareness provided by this capability is particularly beneficial.

I would welcome the opportunity to discuss our capabilities with you and your colleagues.

Best regards

[REDACTED] BD Manager – ISR Systems

**UTC AEROSPACE SYSTEMS**

Malvern Hills Science Park, Geraldine Road, Malvern, WR14 3SZ, UK.


[REDACTED]  
[REDACTED] [www.utcaerospacesystems.com](http://www.utcaerospacesystems.com)

Rosemount Aerospace Limited  
Stratford Road, Solihull, West Midlands, B90 4LA, United Kingdom  
Registered in England and Wales No. 2849033

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# FW: Theon Sensors-Kind Request for a meeting

Tuesday, October 20, 2015 17:46

Subject	<b>FW: Theon Sensors-Kind Request for a meeting</b>
From	[REDACTED]
To	Registration
Sent	Friday, November 08, 2013 09:38
Attachments	 Theon general pr...

Dear colleagues,  
Please register the email below.  
Thank you.  
Best regards,  
[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Thursday, November 07, 2013 17:35  
**To:** rd; Frontex  
**Subject:** Theon Sensors-Kind Request for a meeting

Dear Madame\Sir,

I am contacting you on behalf of Theon Sensors, a Global Market Leader in Night Vision Systems for military and security applications.

This is to kindly request for a meeting sometime in the near future at your facilities. We would appreciate the opportunity to "introduce" you to our "state of the art" night vision products, for your future reference.

Allow me to share some information about our company. We have constantly proven our capacity to meet with end users requirements with more than 50,000 systems in service or

under contract, in over 20 countries around the world.


All of our products are designed in house by a team of experienced and qualified engineers whereas emphasis is given on providing high performance and ergonomically advanced systems that increase the soldier's safety and mission success rate during night operations. The main product lines are:

- Night Vision Monoculars and Binoculars
- Night Vision Weapon Sights
- Night Driver's Viewers for armoured vehicles
- Clip-on Afocal Night Sights
- Modification kits for upgrading Night Driving Periscopes
- Optical and Mechanical Design
- Maintenance Services.

In order to have a better understanding of our company please, find attached our corporate presentation.

Hoping to have informed you sufficiently and in anticipation of your reply, we remain at your disposal for further clarifications

Kind Regards

  
Marketing Manager | Business Development



57 Ioannou Metaxa Street - 194 00 - Koropi - Greece

  
 • Web: [www.theon.com](http://www.theon.com)

# FW: NetBio Rapid DNA Analysis System

Tuesday, October 20, 2015 17:46

Subject	<b>FW: NetBio Rapid DNA Analysis System</b>
From	[REDACTED]
To	Registration
Sent	Friday, November 08, 2013 09:41

Dear colleagues,  
Please register the email below.  
Thank you.  
Best regards,  
[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Thursday, November 07, 2013 22:47  
**To:** [REDACTED]  
**Subject:** NetBio Rapid DNA Analysis System

Hi [REDACTED]

My name is [REDACTED] and I work at a company called NetBio in Waltham Massachusetts. Your contact information was given to me by colleagues at Thermo Fischer; they suggested I contact you to with regards to a new technology we have developed that is now commercially available, the ANDE Rapid DNA Analysis System.

Here is a brief overview of the system:

The ANDE system is a field-deployable Rapid DNA Analysis System that process human DNA samples and generate forensic quality DNA profiles in 84 minutes for human identification. The system is extremely easy to use and does not require the operator to have any laboratory or forensic training; the operator simply loads the sample (collected on a swab) into the BioChipSet (has all the chemical reactions to perform the sample processing), places the BioChipSet into the instrument (has all the mechanical hardware/software to drive the processing steps on the BioChipSet), and then shuts the door to initiate the run. The system has an on board forensic data analysis software that automatically processes all data and generates the DNA profiles-so no data interpretation or review is required by



a technical forensic expert. Its intended use is for military personnel, intelligence operators, law enforcement, immigration, and border patrol to quickly, in the field, test the DNA of a person they have detained and determine if they are "wanted" by searching their DNA profile against terrorist watchlists and unknown sample databases (contains unknown DNA profiles from evidence collected from military operations, sensitive site exploitations, or for law enforcement samples collected from crime scenes). Or, for cases related immigration, adoption, human trafficking, the DNA profiles can be used to verify or refute claimed familial relationships. This development effort was funded by The U.S. Office of the Secretary of Defense, Joint IED Defeat Organization (JIEDDO), SOCOM, FBI, Department of Homeland Security.

We are very interested in expanding into the European market and are currently engaging with business in the EU to represent NetBio directly to provide local support, training, service/maintenance, and so on. I would very much like the opportunity to meet with you to discuss our system further, if you are willing. I will be in Paris for Milipol Nov 20, 21, and 22, and then in Amsterdam for meetings on the 25th and 26th. It was suggested to me you may be at Milipol, so perhaps we could meet there? If not, would you be available to meet some at some point during my trip or at a later date of your choosing?

Your time is most appreciated.

Warmest Regards,

[REDACTED]

[REDACTED] PhD

[REDACTED] Strategic Planning

NetBio

830 Winter Street

Waltham, MA 02451

[REDACTED]

[REDACTED]

[REDACTED]

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# FW: Meeting with Sikorsky Aircraft Corporation

Tuesday, October 20, 2015 17:46

Subject	<b>FW: Meeting with Sikorsky Aircraft Corporation</b>
From	[REDACTED]
To	Registration
Sent	Friday, November 08, 2013 12:14

Dear colleagues,  
We are kindly asking you to register also the emails below.  
Thank you very much.  
Best regards,  
[REDACTED]



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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**From:** [REDACTED]  
**Sent:** Friday, November 08, 2013 12:04  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** RE: Meeting with Sikorsky Aircraft Corporation

Greetings Mr. [REDACTED]

Indeed, we in Sikorsky Aircraft Corporation have been observing the growing role of FRONTEX and the challenges that you are facing in protecting European borders. It would be a great pleasure for me to briefly meet you and determine what we in Sikorsky – with production facilities in both Europe and the United States – might do to assist you in your efforts.

Additionally, I've been a part of meetings concerning "industry-government partnership" with the U.S. European Command, in Stuttgart, Germany; and we would be interested in any ideas for "partnering" which we might raise to USEUCOM for future discussion.

Thank you for your kind consideration,

[REDACTED]

[REDACTED]  
[REDACTED] Sikorsky Europe  
United Technologies International Operations  
ul. Bobrowiecka 1  
00-728 Warszawa  
POLAND

Poland Mobile: +[REDACTED]  
U.S. Mobile: [REDACTED]  
Fax: [REDACTED]  
Home: [REDACTED]  
[REDACTED]  
[www.Sikorsky.com](http://www.Sikorsky.com)

**From:** [REDACTED] - US SIK  
**Sent:** Friday, November 08, 2013 11:59 AM  
**To:** [REDACTED]  
**Cc:** [REDACTED]  
**Subject:** Meeting with Sikorsky Aircraft Corporation

Dear Mr. V [REDACTED]

It was nice talking to you on the phone. As mentioned our company Sikorsky Aircraft Corporation is an American aircraft manufacturer based in Stratford, Connecticut. Its parent company is United Technologies Corporation. We are also proud to be a part of Poland's aviation industry as PZL Mielec entered the Sikorsky Aircraft Corporation in 2007.

As you know, PZL Mielec builds S-70i Black Hawks and M-28 aircraft.

Taking above into account we would be obliged to meet with you and your colleagues in order to discuss our cooperation, your requirements, future plans for purchasing helicopters.

My boss **Mr. [REDACTED] - Director, Sikorsky Europe** [e-mail:

[REDACTED] would appreciate you could spend about 30-40 minutes to discuss the above at your convenient time.

Please be informed that my boss is available on Nov,12 (Tue) if the date seems to be convenient for you and your colleagues.

I thank you for your positive consideration of this request and I firmly believe that the brief meeting could be of great assistance in the future.

Yours faithfully,

[REDACTED]  
Executive Assistant  
United Technologies International Operations Inc.  
SIKORSKY EUROPE, ul. bobrowiecka 1  
00-728 Warsaw, poland

tel: [REDACTED]  
CELL: [REDACTED]  
FAX: [REDACTED]

# Re: New message from Contact Form

Tuesday, October 20, 2015 17:46

Subject	Re: New message from Contact Form
From	[REDACTED]
To	[REDACTED]
Cc	Frontex; [REDACTED]
Sent	Monday, November 25, 2013 12:29

Dear Mr [REDACTED]

Thank you for your submission.

According to our announcement, the deadline for applications was 15 October 2013. The applications received after this date (and this is the case of yours that was sent on 29 October) are not taken into consideration for the current event.

Thank you for understanding.

Best regards,



[REDACTED]  
Research and Development Unit

Rondo ONZ 1  
00-124 Warsaw, Poland

[REDACTED]  
[REDACTED]  
[www.frontex.europa.eu](http://www.frontex.europa.eu)

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-----Original Message-----

From: [REDACTED]  
Sent: 25 November 2013 11:36  
To: [REDACTED]  
Subject: New message from Contact Form

[REDACTED]  
Company: TNO  
Address: Oude Waalsdorperweg 63  
City: The Hague  
Mobile phone: [REDACTED]  
Phone number: [REDACTED]  
From IP: None

on 2013-11-25 at 11:36 wrote:

Dear Sir/Madam,

I have submitted my abstract for a demonstration of behavior recognition technology at the Frontex event (<http://frontex.europa.eu/news/technology-showroom-invitation-for-technology-providers-and-innovators-QVjPMB>). To date, I have not had a confirmation of my submission. Can you inform me about the

status?

Kind regards,

[REDACTED]

[REDACTED]

# Inviation Atermes

Tuesday, October 20, 2015 17:30



Inviation Atermes

Mr. [REDACTED]  
ATERMES

Address:  
4 avenue des trois peuples  
78180 Montigny Le Bretonneux  
FRANCE

Invitation to the Technology Showroom

Our ref: 20186  
Please quote when replying.  
Warsaw, 13 November 2013

Dear Mr. [REDACTED]

I am very pleased to invite you to present the solutions described in your application form for the "Technology Showroom" event that will be held on 6 December 2013 in Frontex premises, Warsaw, Poland.

The general objective of the "Technology Showroom" is to improve the communication and information exchange between the end user community with the technology providers and innovators. The specific objectives are to:

- gather feedback and impressions, from end-user perspective, regarding the application potential of presented solutions;
- identify and prioritize further research that would be most appropriate in order to convert the "lab" prototypes into real-world solutions;
- elaborate on the possibility to carry out operational tests with the involvement of end user community;
- brainstorm on defining application-oriented research projects centered around the demonstrated lab prototypes;
- discuss non-operational aspects and impact of the demonstrated technology (e.g., data protection and ethical issues, financial implications etc.).

The event will be attended by the Frontex Advisory Board on Border Security Research and Frontex staff.

A cluster time of 40 minutes (presentation and discussions) has been allocated for your presentation, according to the attached draft agenda.

The participation is free of charge, but you should cover your travel and accommodation expenses. During the event, lunch and coffee breaks are provided. Due to the space constraints, we can invite only 2 representatives per company.

Please confirm your presence as soon as possible, but no later than 18 November 2013 at [REDACTED]. Should you require further information or have additional questions, please do not hesitate to contact [REDACTED] at [REDACTED].

I am looking forward to seeing you in Warsaw, on 6 December 2013.

Yours sincerely,

  
[REDACTED] Research and Development Unit

Annex: Draft agenda, Practical Note.

European Agency for the Management  
of Operational Cooperation  
at the External Borders of the Member States  
of the European Union

www.frontex.europa.eu  
Rondo ONZ 1, 00-124 Warsaw, Poland  
Tel. +48 22 205 95 00  
Fax +48 22 205 95 01

## DRAFT AGENDA<sup>1</sup>

### Technology Showroom

Date:	6 December 2013
Venue:	Frontex, Warsaw Rondo ONZ 1, 11 <sup>th</sup> floor Room 1152+1153
Contact persons:	[REDACTED] Frontex Research and Development Unit [REDACTED], +48 22 205 96 22  [REDACTED], Frontex Research and Development Unit [REDACTED], +48 22 205 96 31

Friday 06. 12. 2013		Presenter(s)
08:45 - 09:00	Registration	
09:00 - 09:10	Opening <ul style="list-style-type: none"> <li>- Adoption of the agenda</li> <li>- Briefing on the Technology Showroom purpose</li> </ul>	[REDACTED]
09:10-09:20	Introduction	[REDACTED] Research and Development Unit (Frontex)
90:20 - 10:00	<ul style="list-style-type: none"> <li>- Palantir Hercules</li> <li>- Palantir Nexus Peering</li> </ul>	Palantir Technologies, UK
10:00 - 10:40	<ul style="list-style-type: none"> <li>- Social simulations for border security</li> </ul>	[REDACTED] University, USA
10:40 - 11:00	Coffee break	
11:00 - 11:30	<ul style="list-style-type: none"> <li>- ANDE - Rapid DNA Analysis System</li> </ul>	NetBio, USA
11:30 - 12:10	<ul style="list-style-type: none"> <li>- BARIER(tm) Beacon Autonomous Recon Identification Evaluation Response</li> </ul>	ATERMES, FR

<sup>1</sup> The content of Draft agenda could suffer modifications that will be announced in due time, depending on the final decision of technologies providers concerning their availability.



Friday 06. 12. 2013		Presenter(s)
12:10 - 12:50	- Integrated Border Solution	Inmarsat (Global Government), UK
12:50 - 13:40	Lunch break	
13:40 - 14:20	- Demonstrator of a Simulation Tool optimizing the design of Border Security Systems&Services	IABG, DE
14:20 - 15:00	- iSense and BASYLIS systems	Indra, ES
15:00 - 15:40	- Z:NightOwl Z-ER - Full HD technology on thermal imagers	Cassidian Optonics, DE
15:40 - 16:00	Conclusions	<del>XXXXXXXXXX</del> All

Technology Showroom, 6 December 2013, Frontex

## PRACTICAL INFORMATION NOTE

### Meeting venue

Frontex Headquarters, Warsaw, Poland  
Rondo ONZ 1, 11th floor  
Room 1152+1153

### Hotels nearby Frontex

<http://www.westin.pl/en>

<http://www.accorhotels.com/gb/hotel-3385-mercure-warszawa-centrum-/index.shtml>

<http://www.marriott.com/hotels/travel/wawpl-warsaw-marriott-hotel/>

[http://www.radissonblu.com/hotel-warsaw?facilitator=BIGMOUTHMEDIAREZIDOR&qclid=CJ7d6JC7nboCFUOS3god\\_g0AFA&csref=g\\_emea\\_en\\_sk\\_brand\\_3\\_wawzh](http://www.radissonblu.com/hotel-warsaw?facilitator=BIGMOUTHMEDIAREZIDOR&qclid=CJ7d6JC7nboCFUOS3god_g0AFA&csref=g_emea_en_sk_brand_3_wawzh)

[http://www.intercontinental.com/hotels/gb/en/warsaw/wrsha/hoteldetail?qAdlt=1&qChld=0&qRms=1&qIa=99617383&qPSt=0&qSmP=3&qWch=0&qSHp=1&qBrs=6c.hi.ex.rs.ic.cp.in.sb.cw.cv&qSrt=BRAND\\_SORT&qRpp=25&qRRSrt=rt&qFRA=1&srb\\_u=1&icdv=99617383&sicreative=6095573704&slcontent=0&slclientid=2055&sltrackingid=162545997&dp=true&cm\\_mmc=Google-PS-IC\\_AUT--G+B-EUR--POL-Warsaw--intercontinental+warsaw](http://www.intercontinental.com/hotels/gb/en/warsaw/wrsha/hoteldetail?qAdlt=1&qChld=0&qRms=1&qIa=99617383&qPSt=0&qSmP=3&qWch=0&qSHp=1&qBrs=6c.hi.ex.rs.ic.cp.in.sb.cw.cv&qSrt=BRAND_SORT&qRpp=25&qRRSrt=rt&qFRA=1&srb_u=1&icdv=99617383&sicreative=6095573704&slcontent=0&slclientid=2055&sltrackingid=162545997&dp=true&cm_mmc=Google-PS-IC_AUT--G+B-EUR--POL-Warsaw--intercontinental+warsaw)

### Transport from airport to hotel

#### Public transport

The cheapest way is to use public transport. Chopin Airport is served by 3 bus lines: 148, 175, 188.

Chopin Airport and Warsaw's city centre are connected by a fast and convenient rail link. The train ride from the airport to the city centre takes around 25 minutes.

The service is operated by two companies - Szybka Kolej Miejska - SKM (Fast Urban Railway) and Koleje Mazowieckie - KM (Masovian Railways): SKM's lines: S2, S3C and S3S; KM's line.

#### Taxi

Do not use taxi services offered by individuals 'catching' passengers in the Arrival Hall. Some taxi companies are allowed to park in front of the Arrival Hall and can be made use of. These are slightly more expensive than other taxi companies but might enable you to pay with your credit card (not always, however).

These are MPT Taxi (+48 22 9191), Sawa Taxi (+48 22 644 44 44), Merc Taxi (+48 22 6777777).

Mr. [REDACTED]  
Cassidian Optronics GmbH

Address:  
Carl-Zeiss-Strasse 22  
D-73447 Oberkochen  
Germany

Invitation to the Technology Showroom

Our ref: 19468  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED]

I am very pleased to invite you to present the solutions described in your application form for the "Technology Showroom" event that will be held on 6 December 2013 in Frontex premises, Warsaw, Poland.

The general objective of the "Technology Showroom" is to improve the communication and information exchange between the end user community with the technology providers and innovators. The specific objectives are to:

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Please confirm your presence as soon as possible, but no later than 8 November 2013 at [REDACTED]. Should you require further information or have additional questions, please do not hesitate to contact [REDACTED] at [REDACTED].

I am looking forward to seeing you in Warsaw, on 6 December 2013.

Yours sincerely,

[REDACTED]  
Research and Development Unit

Annex: Draft agenda, Practical Note.

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www.frontex.europa.eu  
Rondo ONZ 1, 00-124 Warsaw, Poland  
Tel. +48 22 205 95 00  
Fax +48 22 205 95 01

Mr. [REDACTED]  
George Mason University

Address:  
4400 University Drive  
Fairfax, Virginia 22030  
USA

Invitation to the Technology Showroom

Our ref: 19472  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED],

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Yours sincerely,

[REDACTED]  
Research and Development Unit

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Mr. [REDACTED]  
IABG Industrieranlagen-Betriebsgesellschaft GmbH

Address:  
Einsteinstrasse 20  
D-85521 Ottobrunn  
Germany

Invitation to the Technology Showroom

Our ref: 19469  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED],

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[REDACTED]  
Research and Development Unit

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Mr. [REDACTED]  
INDRA SISTEMAS

Address:  
C/Anabel Segura, 7  
28108 Alcobendas, Madrid  
Spain

Invitation to the Technology Showroom

Our ref: 19470  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED]

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[REDACTED]  
Research and Development Unit

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Mr. [REDACTED]  
Inmarsat Global Government

Address:  
99 City Road  
London EC1Y 1AX

Invitation to the Technology Showroom

Our ref: 19471  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED]

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[REDACTED]  
Research and Development Unit

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Fax +48 22 205 95 01

Mr. [REDACTED]  
Palantir Technologies

Address:  
27 Soho Square  
LONDON  
W1D 3QR  
UK

Invitation to the Technology Showroom

Our ref: 19473  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED],

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[REDACTED]  
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Rondo ONZ 1, 00-124 Warsaw, Poland  
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Mr. [REDACTED]  
piXlogic, Inc

Address:  
PO Box 494  
Bronxville, NY 10708-0494  
USA

Invitation to the Technology Showroom

Our ref: 19474  
Please quote when replying.  
Warsaw, 4 November 2013

Dear Mr. [REDACTED],

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[REDACTED]  
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