

Fwd: Request for a meeting at FRONTEX

Monday, October 26, 2015 17:14

Subject **Fwd: Request for a meeting at FRONTEX**
From [REDACTED]
To Registration
Sent Thursday, January 15, 2015 12:49

Dear colleagues, please find underneath the continuation of the correspondence on this subject. Thank you. [REDACTED]

Sent from my iPhone
Begin forwarded message:

From: [REDACTED]
Date: 14 Jan 2015 16:24:57 CET
To: [REDACTED]
[REDACTED]
[REDACTED]
Subject: RE: Request for a meeting at FRONTEX

Dear [REDACTED]

[REDACTED] and I could come the 23rd of January in Warsaw for around 2-3 hours meeting. Our Director of European Affairs, Mister [REDACTED] (DCNS) would like to take this opportunity to meet the executive director of FRONTEX Fabrice Leggeri. Could you please tell us if this is feasible ?

Is it also possible during the meeting to have an internet connection (WIFI) ?

Thank you for your help again and best regards,

[REDACTED]
I2C Project officer
Marketing and Business Development

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

[REDACTED]
Thank you for your email. We invite you and the representatives of the mentioned EU funded projects for a meeting in Warsaw, in Frontex premises, to discuss on the topics mentioned in your email.
Please let us know the name of your participants, the possible dates for a meeting and an approximate estimation of the duration of the meeting.

Representatives of the Research and Development Unit and Sea Border Sector will participate, but also the colleagues from the Frontex Situation Centre will be invited.
Best regards,

[REDACTED]

[REDACTED]

[REDACTED]

Research and Development Unit · Capacity Building Division

Tel: [REDACTED]

From: [REDACTED]

Sent: Tuesday, December 16, 2014 17:15

To: [REDACTED]

[REDACTED]

Subject: Request for a meeting at FRONTEX

Dear [REDACTED]

following our meeting in Greece during the PERSEUS demonstration campaign, we hereby confirm our wish to set up a meeting at FRONTEX facilities to present all our results achieved in the framework of I2C and PERSEUS projects during 4 years of experimentation.

The purpose of the meeting is to discuss the opportunity for FRONTEX to evaluate one or several elements of these projects for FRONTEX operations, including the module for detection of suspicious behaviors at sea. This module has been designed for a multi-missions approach, but could be a real asset for irregular migration.

Furthermore, upon your request, we will be pleased to present our latest developments of UAV integration for maritime surveillance.

We hope that you will consider this request favorably and could transmit it to the whole entities of FRONTEX, in particular the direction of Operations, of Capacity building and Frontex Situation center.

This meeting could take place the second half of January 2015.

Best regards,

[REDACTED]

[REDACTED]

Marketing and Business Development

Pensez à l'environnement : avez-vous besoin d'imprimer ce message ?

Think environment : Do you need to print message ?

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FRONTEX

www.frontex.europa.eu

Plac Europejski 6, 00-844 Warsaw, Poland · Tel: **+48 22 205 9500** · Fax: +48 22 205 9501

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H2020 projects

Monday, October 26, 2015 17:14

Subject **H2020 projects**
From Frontex
To [REDACTED]
Sent Tuesday, March 31, 2015 16:04

Dear Mr. [REDACTED]

Thank you for your email. At this point we would like to inform you that Frontex is asked regularly by the European Commission to take part in the evaluation committee as evaluators of the European funded project proposals. As a result, any kind of facilitation at this stage or the participation of Frontex in any consortium that is to submit a proposal in this context would constitute a case of conflict of interest.

In other train of thoughts, you might invite EU Member States Border Guard Authorities to join the consortium and elaborate together the research proposal, in case they have available resources and interest in joining it. For more details on the mentioned Authorities, please refer to Frontex webpage at: <http://frontex.europa.eu/partners/national-authorities/>.

Having said that, if your proposal will be successful, Frontex could potentially participate, based on a further assessment of the project, in your project activities as advisor or as (representative of) end-user(s).

Thank you very much for your understanding.

Best regards,



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[REDACTED]
Company: Bansha Investments (Pty) Ltd
Address: P O Box 1225
City: Rayton
Mobile phone: +27127362031
Phone number: +27127362031
From IP: 41.13.82.217

on 2015-03-30 at 11:07 wrote:

We plan to form consortia with European partners, to prepare and submit Proposals for the following Horizon 2020 calls:

Topic: Border crossing points topic 1 : BES - 05 - 2015 and

Topic: Border crossing points topic 2 : BES - 06 - 2015

We ask if this is of interest to you or your members and if you want to join our group.
I look forward to your response

H2020 Secure Societies Call

Monday, October 26, 2015 17:14

Subject: **H2020 Secure Societies Call**
From: [REDACTED]
[REDACTED]
Sent: Wednesday, February 04, 2015 16:29

Dear [REDACTED]

Thank you for your email and I apologize for the delay in answering to you, due to a busy schedule. Let me please inform you that Frontex is asked regularly by the European Commission to take part in the evaluation committee as evaluators of the European funded project proposals. As a result, any kind of facilitation at this stage (or the participation of Frontex in any consortium that is to submit a proposal in this context) would constitute a case of conflict of interest.

In other train of thoughts, let me please inform you that the Commission prepared a H2020 online manual containing also the modalities of finding consortium partners. For more information please refer to the Commission site at: http://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/applying-for-funding/find-partners_en.htm. You can also post your collaboration offers there.

It is also possible to submit your proposal as an individual researcher, team or organization. Such opportunities are mainly funded under the H2020 **European Research Council (ERC)** grants and the **Marie Skłodowska-Curie actions (MSCA)**, and individual SMEs can apply to the **H2020 SME instrument**.

Best regards,

[REDACTED]
[REDACTED]
Research and Development Unit - Capacity Building Division
Tel: [REDACTED]

From: [REDACTED]
Sent: Wednesday, January 21, 2015 16:57
To: [REDACTED]
Subject: H2020 Secure Societies Call

Dear [REDACTED]

I'm contacting from Technical University of Catalonia in Barcelona. I assisted at the last Frontex Workshop celebrated the last 5 of December where I was presenting the LIDAR sensor. The reason of my contact is because we are exploring the H2020 Call contents within the Secure Societies theme which is very related to your organization expertise (attached workprogram document). We are now looking for new funding opportunities to continue developing the lidar technology and in our opinion the sensor fits very well in some topics. To be more specific, the BES-01-2015, BES-02-2015, BES-03-2015, BES-04-2015 related to maritime surveillance.

Tacking the opportunity that you are up-to-date of our sensor aspects, I would like to ask if you are aware of any project initiative that could be interested in evaluate our participation. It would be great if you could put us in contact with any person that could help us to participate in any of that calls. Please, let me know if you have any question.

Best regards,

[REDACTED]



Rambla Sant Nebridi, 10
08222 - Terrassa (Barcelona)
+34 937398244
www.cd6.upc.edu

Aquest missatge ha estat analitzat per MailScanner
a la cerca de virus i d'altres continguts perillosos,
i es considera que está net.

Horizon 2020 Security Proposal – End-user Group

Monday, October 26, 2015 17:14

Subject Horizon 2020 Security Proposal – End-user Group
From Frontex
To [REDACTED]
Sent Wednesday, July 22, 2015 11:05

Dear Mrs. [REDACTED]

Thank you for your email of 08 July 2015. At this point we would like to inform you that Frontex is asked regularly by the European Commission to take part in the evaluation committee as evaluators of the European funded project proposals. As a result, any kind of facilitation at this stage (or the participation of Frontex in any consortium that is to submit a proposal in this context) would constitute a case of conflict of interest.

Having said that, if a proposal will be successful as a result of evaluation, Frontex could potentially participate, based on a further assessment of the project and availability of its experts, in the project activities as advisor.

Thank you for your understanding.

Best regards,



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From: [REDACTED]
Sent: 08 July 2015 13:43
To: [REDACTED]
Subject: Horizon 2020 Security Proposal – End-user Group

Dear Ms. [REDACTED]

I am contacting you from Europa Media, a Budapest based non-profit SME actively involved in EU research and innovation projects. I am writing to you regarding an opportunity for cooperation within the framework of a project proposal that we are developing in response to the Horizon 2020 call FCT-15-2015 “Better understanding the role of new social media networks and their use for public security purposes”:

<https://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/1119->

Our project aims at providing a better understanding of the current and emerging trends in the use of social media for public security purposes, with a specific focus on terrorism, online crime and urban riots. We will also design specific training modules and workshops to enhance the capacities of the law enforcement agencies in using social media for public security purposes. Our consortium consists of 10 leading institutions from eight EU member states.

Within the framework of this project, we are establishing an End-User Group composed of representatives of law enforcement agencies and policy makers at local and national level, as well as Europe-wide umbrella organisations, who expressed interest in the results of our project and will consider participating in the future use of these results. The mission of the End-User Group will be to provide recommendations to the consortium to ensure that the project's research vision and outputs are in line with the practitioners' requirements. The members of the End-user Group will also have the opportunity to directly participate in certain activities of the project, such as in the training courses.

Because of your commitment to international cooperation in law enforcement affairs, knowledge sharing and training, we thought that you may be interested in being a member of this End-User Group.

If you are interested in this opportunity, at this stage we would only need from you to provide us with a letter of support, which we will attach to our proposal. Please let me know and I can provide you with a template for the letter as well as with more detailed information on the project and our consortium.

I look forward to hearing from you soon and please do not hesitate to contact me should you have any questions.

Best wishes,

[REDACTED]

[REDACTED]


[REDACTED]
Project Manager

Europa Media Non-Profit Ltd.
Graphisoft Park, Building A
7 Zahony Street
H-1031 Budapest, Hungary
Tel.: [REDACTED] [REDACTED] [REDACTED]

[REDACTED] [REDACTED] [REDACTED]
[REDACTED]
[REDACTED] [europamedia.org](#)

Introduction by Securiport

Monday, October 26, 2015 17:14

Subject Introduction by Securiport
From Frontex
To [REDACTED]
Sent Tuesday, May 26, 2015 10:39
Attachments 
Securiport
IICS-IIMS ...

Dear Mr. [REDACTED]

Thank you for your email. We have taken note of it and have included your contact details in our database.

Let us inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively. Let us also inform you that Frontex organizes, with the participation of industry and academia, different workshops, meetings, conferences related to border security solutions. This could be a possible framework where you/the Securiport company can meet Frontex community (experts, Member States Border Guard Authorities) and present your solutions/developments relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<http://frontex.europa.eu/news/>) for the calls on these lines.

Best regards,



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From: [REDACTED]
Sent: 20 May 2015 07:56

To: Frontex

Cc: [REDACTED]

Subject: Introduction by Securiport

Dear Sirs,

I am contacting you on behalf of Securiport, with which our company collaborates as Business Development Advisors for Europe and the European Union. Following our meeting with the head of Frontex Liaison Office in Piraeus, Mr. [REDACTED] kindly advised us to get directly in touch with you so as to describe the technologies and solutions developed by Securiport, and explore the possibility to have a meeting with Frontex in Warsaw to provide more details.

Securiport is a company based in Washington DC, that specializes in the design and implementation of immigration flow monitoring, and intelligent information reporting and management systems, using passenger recognition systems on the basis of advanced technological solutions. As you will see in the presentation that I am attaching for your information, the solutions provided by Securiport are focused on two levels:

- Integrated Immigration Control Systems (IICS), and
- Intelligent Information Management Systems (IIMS).

In brief, the two systems provide integrated services for the management of immigration flows, using, in the case of IICS, cutting-edge technological solutions, such as ultrasound fingerprint reading and real-time connection with national or international databases for the verification of travelers, while in the case of IIMS advanced analysis of structured *and* unstructured data through specifically-built algorithms, allowing the identification of persons of interest during immigration processing.

The business model of Securiport that allows installation, secured operation, maintenance, and regular systems upgrade (hardware and software) at no cost to the authorities, is another major advantage, as it is paid for directly by travelers' fees. At the same time, all data is only available to the assigning government /authority, while Securiport has no access, therefore answering issues related to the protection of personal data and information in line with European legislation.

I would kindly invite you to look through the attached presentation, and get back to me with any questions or clarifications you may wish to discuss. I would also like to request a meeting with the appropriate persons in the Frontex Headquarters in Warsaw, for a more detailed presentation and discussion. Our colleagues from Washington DC and ourselves would be happy to visit you at your convenience, most likely after 15 June, taking into account our travel schedule.

Looking forward to hearing from you, I thank you for your attention,

[REDACTED]

Former Deputy Minister of Foreign Affairs

[REDACTED]

Truenique Ltd.

6 Kokkola str.,
Holargos 15561, Greece
Tel. +30-210-3622966, Fax +30-210-3622961

^[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

letter for Mr Leggeri

Monday, October 26, 2015 17:14


Subject **letter for Mr Leggeri**


From Frontex


To [REDACTED]


Sent Wednesday, September 23, 2015 10:10


Attachments


ATT00001


ggfcjbaj


ATT00002


0651_001


ATT00003

Dear Mr. [REDACTED]

Thank you for your email and letter of 11 September 2015. We have taken note of it and introduced your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us also inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted.

Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively. At this moment the registration for the meeting in October 2015 is closed, but you can apply for the one foreseen in March/April 2016.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your developments relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <http://frontex.europa.eu/news/>.

Best regards,

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From: [REDACTED]
Sent: 14 September 2015 18:06
To: Registration
Subject: Fwd: letter for Mr Leggeri

For registration please

Sent from my iPad

Begin forwarded message:

From: bwe [REDACTED]

Date: 11 Sep 2015 16:55:02 CEST

To: [REDACTED]

Subject: letter for Mr Leggeri

Further to my call earlier this week, please be kind enough to forward the attached letter to Mr Leggeri,

Best regards

[REDACTED]

[REDACTED]

TLScontact

[REDACTED]

[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

Lockheed Martin Mission Systems and Training - Request for a meeting, July 14-16

Monday, October 26, 2015 17:14

Subject Lockheed Martin Mission Systems and Training - Request for a meeting, July 14-16
From Frontex
To [REDACTED]
Sent Thursday, July 09, 2015 11:04

Dear Mr. [REDACTED]

Thank you for your email. Let us inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Let us also inform you that Frontex organizes, with the participation of industry and academia, different workshops, meetings, conferences related to border security solutions. This could be another possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your developments relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<http://frontex.europa.eu/news/>) for the calls on these lines.

Best Regards



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From: [REDACTED]@com>

Date: 6 lipca 2015 14:37:55 CEST

To: [REDACTED]

Subject: FW: Lockheed Martin Mission Systems and Training - Request for a meeting, July 14-16

Dear Ms. [REDACTED]

Thank you very much for taking my call earlier today. As I mentioned during our conversation, a group of Lockheed Martin engineers will be visiting Poland on July 14-16, to present to the Polish Military Forces our capabilities connected with aerostats installed radars. We would very much welcome an opportunity to also meet with Frontex representatives to discuss possible areas for cooperation.

We have been in discussions with Guardia Civil (Spain) and Romania (and examined options for the CLOSEYE and INDALO programs), considering the use of aerostat systems for border surveillance. While the focus has been primarily illegal immigration detection and terrorist intrusions, the opportunity to support resource management (preventing poaching) and disaster response (Forest fires, flooding, pollution, etc.) also have large economic benefits. Our understanding is that Frontex promotes, coordinates and develops European border management in line with the EU fundamental rights charter applying the concept of Integrated Border Management. European Patrols Network support Sea operations. The Land and Air operations do not appear to have as structured a response. We believe aerostats have a low operational cost benefit to each of those operations.

The goals of the meeting would be to:

- Have LM describe the capabilities (and limitations) of aerostats;
- Understand better the operational scenarios to which Frontex is responding;
- Identify if there is a role and business case for Lockheed Martin and Frontex to work together.

I shall be most grateful if you could investigate opportunity for such a meeting and look forwards to hearing from you at your earliest convenience,

Very respectfully,

[REDACTED]
[REDACTED]

LOCKHEED MARTIN




Lockheed Martin Global, Inc.
ul. Nowogrodzka 21
00-511 Warsaw, Poland
Tel.: [REDACTED]
[REDACTED]

[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

Long Range Communication in Support of Border Security

Monday, October 26, 2015 17:15

Subject Long Range Communication in Support of Border Security
From Frontex
To [REDACTED]
[REDACTED] 12:54
Attachments  LRAD_Product_Guide

Dear Mr. [REDACTED]

Thank you for your email of 23.02.2015. Please be informed that Frontex has put in place a procedure for meetings with Industry. We kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Two meetings will be organized by Frontex on these lines: one meeting at the end of March (the registration is closed and the meeting is already set-up) and one meeting at the end of October. Frontex experts will select 12 companies, out of the received proposals, for each meeting. The details of the meetings will be announced to the selected companies at the end of February and at the end of September respectively.

Best Regards



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From: [REDACTED]
Sent: 23 February 2015 14:32
To: Frontex
Subject: Long Range Communication in Support of Border Security

Dear FRONTEX Official,

LRAD Corporation manufactures Long Range Acoustic Hailing Devices used in over 70 countries worldwide, and in many Border Security applications.

I will be in Europe during late March 2015, working with our European in-country partners, some of them are working with their national Border Security agencies on projects.

I am wondering, would it be possible to set up a meeting with FRONTEX to provide an overview of the LRAD capability in Border Security applications.

Since many EU countries are looking to procure LRAD systems to enhance border security, I thought this would be a good opportunity to share information with FRONTEX.

Attached is an LRAD product guide, just to give you an idea about our capabilities.

My schedule is fairly flexible. I can make my schedule in Warsaw based upon your availability in the second half of March, 2015 or the first week of April.

Thank you for your consideration.

Best Regards,

[REDACTED]
Director, Business Development

LRAD Corporation | 16990 Goldentop Road, Suite A | San Diego, California 92127 | p: [REDACTED]
[REDACTED] | www.LRADX.com



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^[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

Long Range Communication in Support of Border Security and Safety

Monday, October 26, 2015 17:15

Subject: Long Range Communication in Support of Border Security and Safety
From: Frontex
To: [REDACTED]
Sent: Thursday, September 17, 2015 09:42

Dear Mr. [REDACTED]

Thank you for your email of 16.09.2015. Please be informed that the Visit Proposal Forms (including the one submitted by LRAD Corporation) are under analysis process at this moment. The selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. The details of the meetings will be announced to the selected companies at the end of September (the most probable, the week 21-25 September).

Best regards,



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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From: [REDACTED]
Sent: 16 September 2015 08:20
To: Frontex
Subject: Long Range Communication in Support of Border Security and Safety

Dear Frontex Official,

In response to your email on 5 March 2015, I submitted a visit proposal form several months ago, requesting a visit in October 2015.

I am checking to see if Frontex is planning to accept the request for a visit and presentation from LRAD Corporation.

Do you have any update on the status or our visit request?

The purpose of the meeting would be to provide an overview of LRAD Border Security applications. With many EU countries actively seeking to procure LRAD systems to enhance border security and safety, this is a timely opportunity to share information with FRONTEX.

LRAD systems are currently being used by European authorities to support migrant rescue operations in the Mediterranean Sea. Agencies are using LRAD systems to communicate over long distance to vessels carrying migrants in order to provide critical instructions and keep the people calm as the rescue boats approach.

LRAD Systems can be used on land borders to prevent unlawful intrusions, and to communicate, provide instructions and keep large crowds of people calm as they are seeking help after crossing borders.

British agencies are also utilizing patrol boat mounted LRAD systems to enforce restricted water areas around ports and critical infrastructure.

LRAD systems are in service in more than 70 countries around the world. For more information, please access the following web link: <http://www.lradx.com/application/border-security/>

Also, LRAD Corporation personnel are displaying LRAD systems at the DSEI expo in London this week.

If you have any Frontex personnel at the expo, please encourage them to visit our stand at S10-164 (in the Naval Zone).

I look forward to your response.

Thank you,

██████████
██████████
Director, Business Development

LRAD Corporation | 16990 Goldentop Road, Suite A | San Diego, California 92127 | ██████████
██████████ | www.LRADX.com

Visit LRAD at DSEI in London, 15-18 September | Booth #S10-164

DSEI

15 - 18 September 2015

ExCeL, London



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From: Frontex [<mailto:frontex@frontex.europa.eu>]

Sent: Thursday, March 05, 2015 11:55 AM

To: ██████████

Subject: Long Range Communication in Support of Border Security

Dear Mr. ██████████

Thank you for your email of 23.02.2015. Please be informed that Frontex has put in place a procedure for meetings with Industry. We kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Two meetings will be organized by Frontex on these lines: one meeting at the end of March (the registration is closed and the meeting is already set-up) and one meeting at the end of October. Frontex experts will select 12 companies, out of the received proposals, for each meeting. The details of the meetings will be announced to the selected companies at the end of February and at the end of September respectively.

Best Regards



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www.frontex.europa.eu

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From: [REDACTED]
Sent: 23 February 2015 14:32
To: Frontex
Subject: Long Range Communication in Support of Border Security

Dear FRONTEX Official,

LRAD Corporation manufactures Long Range Acoustic Hailing Devices used in over 70 countries world-wide, and in many Border Security applications.

I will be in Europe during late March 2015, working with our European in-county partners, some of them are working with their national Border Security agencies on projects.

I am wondering, would it be possible to set up a meeting with FRONTEX to provide an overview of the LRAD capability in Border Security applications.

Since many EU countries are looking to procure LRAD systems to enhance border security, I thought this would be a good opportunity to share information with FRONTEX.

Attached is an LRAD product guide, just to give you an idea about our capabilities.

My schedule is fairly flexible. I can make my schedule in Warsaw based upon your availability in the second half of March, 2015 or the first week of April.

Thank you for your consideration.

Best Regards,

[REDACTED]
Director, Business Development

LRAD Corporation | 16990 Goldentop Road, Suite A | San Diego, California 92127 | p:

[REDACTED] | www.LRADX.com

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Meeting proposal : new technology/solutions for car-tracking without GPS

Monday, October 26, 2015 17:15

Subject Meeting proposal : new technology/solutions for car-tracking without GPS
From Frontex
To [REDACTED]
Sent Monday, January 19, 2015 12:01

Dear Mr. [REDACTED]

Thank you for your email of 14 January 2015. We have taken note of it and have included your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us please also inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

Best regards,



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From: [REDACTED]
Sent: 14 January 2015 17:11
To: Frontex
Subject: Meeting proposal : new technology/solutions for car-tracking without GPS

Dear Sir or Madam,

I allow to contact you through our French Embassy in Warsaw on behalf of Sysnav, as manager of homeland security solutions. Sysnav has been founded by French former experts at the Ministry of Defence, developing cutting-edge navigation and positioning systems for critical and extreme environments, beyond the reach of GPS.

Based on our proprietary technology developed for defence applications, we are now proposing a unique GPS-free car-tracking system for Intelligence services, Law Enforcement Agencies (LEA) and Special forces.

Sysnav technology has been awarded this year by the prestigious Innovation Prize of the MIT Technology Review (*Massachusetts Institute of Technology*) as one of the 10 most innovative and promising technology.

If you think that this solution could be of interest, please share the information with the concerned and dedicated team. I would be happy to come and present the company and our Tracking solutions.

I stay at your full disposal to provide you with more information and answer any further question, and look forward to hearing from you with respect to when you are able to.

Best regards,

[REDACTED]
[REDACTED]

SYSNAV
57 rue de Montigny
27200 Vernon

[REDACTED]
[REDACTED]

www.sysnav.com

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Meeting request

Monday, October 26, 2015 17:15

Subject **Meeting request**
From Frontex
To [REDACTED]
Sent Tuesday, May 19, 2015 10:28

Dear Mr. [REDACTED]

Thank you for your email. Let us inform you that Frontex organizes, with the participation of industry and academia, different workshops, meetings, conferences related to border security solutions. This could be a possible framework where you or professor Jivko Jelev can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<http://frontex.europa.eu/news/>) for the calls on these lines.

Let us also inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Thank you very much for your understanding.

Best Regards



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Dear Sir/Madaam,

On behalf of professor [REDACTED] who is the one of the founder of our Foundation of Economic Security and owner of the patent, I would like you to consider the meeting with our professor on Thursday or

Friday this week (kindly request. During meeting professor [REDACTED] will present his nanotechnology which allows to protect all kinds of documents or materials.

This technology is state of the art nanotechnology which is used to protect swiss frank, russian rubel, we can secure passports, ID's, visas etc.

I hope this meeting will be very interesting for both side.

You can find all information about us at website www.f-b-g.pl

Chairman of Board
Foundation of Economic Security

[REDACTED]
[REDACTED]

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Meting request

Monday, October 26, 2015 17:15

Subject **Meting request**
From Frontex
To [REDACTED]
Sent Tuesday, May 19, 2015 10:27

Dear Mr. [REDACTED]

Thank you for your email. Let us inform you that Frontex organizes, with the participation of industry and academia, different workshops, meetings, conferences related to border security solutions. This could be a possible framework where you or professor [REDACTED] can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<http://frontex.europa.eu/news/>) for the calls on these lines.

Let us also inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Thank you very much for your understanding.

Best Regards



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Dear Sir/Madaam,

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Friday this week (kindly request. During meeting professor Jelev will present his nanotechnology which allows to protect all kinds of documents or materials.

This technology is state of the art nanotechnology which is used to protect swiss frank, russian rubel, we can secure passports, ID's, visas etc.

I hope this meeting will be very interesting for both side.

You can find all information about us at website www.f-b-g.pl

Chairman of Board
Foundation of Economic Security

[REDACTED]
[REDACTED]

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Most effective Acoustic communication unit SHADO

Monday, October 26, 2015 17:15

Subject **Most effective Acoustic communication unit SHADO**
From Frontex
To [REDACTED]
Sent Tuesday, August 25, 2015 12:31

Dear Mr. [REDACTED]

Thank you for your email. We have taken note of it and introduced your contact details in our database.

Let us inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Among them, the following events could be of your interest:

1. **Workshop with European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and using financial sources other than EU financing (e.g. Industry's/Academia's own funds) (19 November 2015).**

<http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s>

The workshop will continue the bridging activities between the border guard community and the European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and **using financial sources other than EU financing** (e.g. Industry's/Academia's own funds).

On these lines, should you implement (or plan to implement) projects for developing new products/technologies/solutions for border security and want to:

- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts with other participants and establish links and synergies between projects,

you are invited to send an application by filling in the form available at:

<http://btn.frontex.europa.eu/form/application-form-workshop-newongoing-projects-developing-border-security-productstechnologiesso>, by **7th September 2015**. The applications received will be selected taking due account of the relevance, novelty and potential impact for the border guard community.

2. "Workshop on methodologies/methods, procedures, best practices on investigating/testing/evaluating border security technologies" (10 December 2015).

<http://frontex.europa.eu/news/invitation-to-industry-and-academia-eDaaie>

For the above mentioned workshop, Frontex and the representatives of the European Border Guard Authorities would be interested to learn from Industry and Academia about mature/proper methodologies/methods/best practices/procedures on how to plan, design and conduct effective tests/assessments of different border security. We are talking here about operational tests able to produce useful and objective measures of technology performance and effectiveness and able to allow to the border guards to investigate/assess (in the real field) if an equipment/technology is "good" or "bad" for their purpose.

Best regards,



Plac Europejski 6
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Fax +48 22 205 95 01
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From: [REDACTED]
Sent: 13 August 2015 12:46
To: Frontex
Subject: Most effective Acoustic communication unit SHADO
Importance: High

Dear Sirs and Madams,

Since its formation in 1992 wiesel DEFENCE is a Distributor, Developer and System Integrator of Optronics, Acoustics and related products for Defense and Law Enforcement applications.

wiesel DEFENCE specialise in Non-Lethal solutions which meet both Military & Policing requirements across the full escalation of force protection. Our products fulfil mission-critical operations as well as homeland security needs.

Beside this background we developed and manufactured a worldwide most compact acoustic hailing device named SHAdo 0.5.

We have took a lot of demonstrations by different police organisations in some European Contries. All of them wants this unit.

Specially the problems with refugees on land (borders, tunnels, etc.) and on water (communication over 500m -tested by German Navy) can sustain the state order.

Please don't hesitate to contact me, if you have detailed questions or need any spec sheets.

Sincerely


Sales director

wiesel
D E F E N C E

Ulrich Oppermann




MILITÄR

POLIZEI

ZIVIL

akustische,
elektro-optische,
optische Systeme

Hildesheimer Str. 11
38159 Vechelde
Germany

 Phone: +49 177- 78 104 70
 Fax: +49 511- 5390 1715
 u.oppermann@wiesel-defence.de

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New message from Contact Form

Monday, October 26, 2015 17:15

Subject **New message from Contact Form**
From Frontex
To [REDACTED]
Sent Tuesday, May 05, 2015 11:58

Dear Mr [REDACTED]

Thank you for your email of 30/04/2015. We have taken note of it and have included your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us please also inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Let us inform you in addition that we organize, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could be also a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your developments relevant for the border security scope. Please follow the News section of the Frontex site (<http://frontex.europa.eu/news/>) for calls on these lines.

Best regards,



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

From: [REDACTED]
Sent: 30 April 2015 11:33
To: Frontex
Subject: [SPAM-FOP] New message from Contact Form

[REDACTED]
Company: PRONO LTD

Address: 12 IVAN VAZOV STR.

City: SOFIA

Mobile phone: [REDACTED]
[REDACTED]

From IP: 77.85.4.194

on 2015-04-30 at 11:33 wrote:

Ladies and Gentlemen,

"PRONO" Ltd. is an independent company with 100% state participation with principal Ministry of Defence of the Republic of Bulgaria. It was founded in 1950 and works in the field of security and defense.

We are aware of current threats to the EU and the Schengen area and increasing migratory pressures. Therefore we have developed and present to you the following systems.

1. SYSTEM FOR AMPLIFICATION (COMPACTION) OF STATE BORDER PROTECTION The purpose of the system is with sensors to detect, recognize with high accuracy, and display warning information for malicious and potentially malicious events and objects in the border area, allowing informed decisions and undertaking appropriate counteractions. The system is designed to ensure the security of the state border in highly variable relief that formes shadow for the main tools for monitoring, enhancing security of areas with a high probability of violations - roads, ravines easy for crossing, forest clearings, meadows, fords rivers, etc., or for the protection of critical sites in the area of the border lane. The system provides its basic function (purpose) by recording and reporting attempts for illegal penetration across the state border or in the guarded object and signaling for it.

As an option (at stated requirement) system enables manageable or automatic non-lethal impact and manageable lethal influence on offenders without requiring constant monitoring by qualified personnel. The full configuration of the system includes:

- Means of video surveillance (specialized camcorders with close range and others with long-range identification and tracking of intruders; thermal imaging cameras for long-range identification and tracking of intruders at night /installed on observation towers/);
- Means for registration and identification of offenders (microwave barriers; passive infrared sensors; seismic sensors; linear seismic sensors; Doppler radars / installed on observation towers/);
- Means of (non-lethal) influence - with directional or circular destruction (if requested ammo with non-lethal effects could be replaced by ammunition with lethal effects);
- Tools for managing and monitoring (visualization) - static or mobile control center based on standard microcomputer, monitor and radio network for information exchange, setting up and management of sensors and management of means for impact by using specialized software.
- Photovoltaic panels - installed near sensor devices and serve to maintain their battery power. Single photovoltaic panel serves to maintain the battery charge of the plurality of sensor devices.

The main functions and characteristics of the system are:

- Intelligent Motion Detection - detection and identification of moving objects of varying size and speed (Recognition of seismic activity, with a certain probability, caused by movement of people, animals and vehicles; Effectively filtering noise; High resistance to natural noise sources - wind, rain, etc., and stable operation in all weather conditions; Possibility of remote control of the sensitivity of each seismic sensor; Simultaneous detection in the short, medium and long distances; Masking areas).
- Video surveillance (Reliably detect, identify and track moving objects in all weather conditions; Reliable and effective monitoring at very low lighting of observed lane and in bad weather (fog, rain, dust, etc.); Digital image analysis, which allows the perception of the image from each camera, and three-dimensional space by the actual dimensions and distances; Counteracting glare of the cameras).
- Registration, storage, archiving and visualization of information (Storing of type and distance of the source of seismic activity for each separate seismic sensor; Storing of black and white and color footage of events in a particular channel; Recording and archiving of pre-programmed events; Storing of footage marker for date and time; Storing images with tag for zone of violation; Storing images in JPEG format; Storing data from all channels; Storing of archived alarms, system messages and important messages in order to search faster in the archive; Review of data stored in playback and rewind / fast forward mode; Increasing of image contrast using interpolation algorithms; Review of records footage by footage of channel; Storing picture images of footage in JPEG and BMP format;- Storing of series of frames in AVI format; Archiving of recorded information; Opportunity to review any records at any time.

- Management (Management of stationary or mobile command center using standard microcomputer with monitor / monitors, via standard LAN and specialized software; Ability to remotely configure the system; Possibility for implementing alarms; Transmission of images over the network; Remote transmission of commands for execution;; Automatic switching of actuators; Possibility of manual control of executive devices; Counteraction against radio-electronic effects; Ability to mask each channel and each zone; Ability to play messages using a system of priorities.

- Influence against intruders (non-lethal means with targeted destruction; non-lethal means with circular destruction; lethal means of focused destruction only on command from the operator; lethal means of circular destruction only on command from an operator).

- Mobility and Autonomy (System deployment does not require preliminary terrain treatment. This allows a high mobility of the system and quick and noticeable change of area monitoring and security; The system is automated, and after initial setup of the sensors it does not need further intervention from staff. Dispositive time is minimized - up to 5 minutes per sensor; Power supply of sensors working in the area of monitoring is autonomous and allows continuous operation not less than 20 days as the exchange of information is constant on radio channel; UPS is used to secure the normal operation of the computer system in case of voltage failure. Autonomous operation of the system in such case is not less than 4 hours).

The system is designed on a modular basis, allowing for repair, replacement and expansion with additional elements without affecting the overall performance. The characteristics and parameters of individual components and subsystems for system enhancement can be further developed in all directions, in accordance with the requirements of the user.

2. SYSTEM FOR AGGREGATION, ANALYSIS AND MANAGEMENT OF INFORMATION ON INDIVIDUALS

(SAAMII) The system creates a complete profile of any individual person by integrating information from these types of sources:

- Databases, public and private records and archives with publicly available current and historical information for individuals, companies and organizations, containing: contact details; property and other assets; financial information, bank data items and cash flows; legal and credit records; media publications; participation in organizations, initiatives and projects; social activity; charity; publications; intellectual property; beneficiaries of state, public and NGO grants, etc. (List is not full).

- Results discoverable through search engines, working with proprietary algorithms for indexing and serving information over the Internet (crawler-based engines): google.com, bing.com, ask.com, yahoo.com, yandex.com, blekko.com , gigablast.com, daum.net, aol.com, lycos.com, mywebsearch.com, baidu.com, qwant.com, exalead.com, mojeek.com, soso.com, naver.com, voila.fr, fireball .de, ciusty.com.

For Google as the largest aggregator of online information is designed access not only to information that is currently available to consumers but also to information which could at any time be made available (for reference - in each moment now Google gives active dynamic access through a standard interface to no more than 25% of found and indexed by them information; SAAMII works with the full volume of online resources created by all agents in the Internet).

The websites are not only discovered and analyzed but are distinguished: (1) photo and video material; (2) the information classified as "news"; and (3) documents in all standard formats that contain unique identifiers for the individual - the subject of analysis.

- The results of social networks, including the history of publications (posts) and shared documents and files that are not visible in search engines and are only accessible to registered users of the social network. Similarly - results from blogs, Internet forums, discussion groups, and wiki platforms.

- Results of the so-called "People Search Engines".

- Results of specialized platforms for aggregation of data and copies of certificates of birth, death, marriage and adoption.

SAAMII has full functionality for carrying out cross-border analysis- there are no restrictions on used languages and transliteration, which are universally addressed at the level of encoding. SAAMII has its own algorithm for the identification and analysis of the material where the individual creates fake profiles on social networks and Internet platforms or targeted operates with different identities.

SAAMII is created and updated according to legal norms governing the protection of personal data. Also are taken into account the regulations regarding copyright holder of structured reports, analyzes and reports that are produced as a result.

3. UNIVERSAL SYSTEM FOR IDENTIFICATION AND TRACKING OF INDIVIDUALS (USITI) The system

registers and uses as an identifier wave biometric profile that is unique to each person and it is impossible to imitate or counterfeit.

USITI requires a single contact with the particular person in order to make its unique fingerprint and register an account in the system. It requires the commission of one or more of the following actions graded on accuracy of profiling:

- A. The person completes with its hand writing several fields on an electronic device - computer or tablet.
- B. The person makes by hand an electronic signature with an electronic pen or stylus on the touch screen device of a computer or tablet.
- C. The person handwritely writes a short text (eg. In document form) and signes it.
- D. The movements of the person are recorded with video equipment with special features for the analysis of wave-biometric profile.

Database with records of individuals is created with their taken electron wave-biometric fingerprint.

Due to the uniqueness of each individual account in any use of an electronic device that uses the Internet connection (via WiFi or 2G-3G-4G network) can be detected the location of the person and his identity may be linked to the data of the electronic device which is used.

Registering activity and identification of a particular person is by comparing the specific section of the array information for electronic communications in the area, network, group of persons, etc.

Due to the volume of input data for the "demand" for traces of an existing profile in USITI, the procedure for imprinting the profile can be expanded by taking the standard anthropometric indicators of person's body (linear, angular, parametric) - as the person carries one or several of the steps A-D above, sitting on a chair with clear for users of the system geometric parameters. This would allow also the introduction of standard anthropometric identification methods, which in some cases would facilitate the circumambulation of the available flow of information. For example, a certain person is recognized as a likely match with some of USITI profiles based on simple video stream from any camera. Then for USITI analysis goes only the sample of the communications near to the location of the cameras record territory and time.

If you are interested we are ready to give additional information for the systems or to make a presentation in the way convenient for you.

[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

New message from Contact Form

Monday, October 26, 2015 17:15

Subject **New message from Contact Form**
From Frontex
To [REDACTED]
Sent Monday, January 26, 2015 12:25

Dear Mr. [REDACTED]

Thank you for your email of 21 January 2015. Please be informed that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.
Best Regards



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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

From: [REDACTED]
Sent: 21 January 2015 12:46
To: Frontex
Subject: New message from Contact Form

[REDACTED]
Company: Gemalto
Address: Myllynkivenkuja 4
City: Vantaa
Mobile phone: [REDACTED]
Phone number: -
From IP: None

on 2015-01-21 at 12:45 wrote:

To whom it may concern,
I am working for company Gemalto and responsible past 10 years for designing security documents; passports, travel documents and ID documents. With my team of 6 graphical designers we are spending whole week 13 in Warsaw. I am looking for a contact person from Frontex to discuss further if there is possibility to organize something beneficial for both parties. I really look forward a quick response if

possible.

With best regards, [REDACTED]

Gemalto Oy

Product Customization & Design Manager, Dr.Sc. (tech) Tel: + [REDACTED]

[REDACTED]

P.O. Box 31 (Myllynkivenkuja 4), FI-01621 Vantaa, Finland

[REDACTED]

www.gemalto.com

Nouveau drone hélicoptère commercialisé en France

Monday, October 26, 2015 17:15

Subject Nouveau drone hélicoptère commercialisé en France
From Frontex
To [REDACTED]
Sent Wednesday, July 22, 2015 13:00

Dear Mr. [REDACTED]

Thank you for your email of 11 July 2015. We have taken note of it and have included your contact details in our database.

Let us inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Let us also inform you that Frontex organizes, with the participation of industry and academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Please follow the News section of Frontex site (e.g., <http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s>) for the calls/invitations on these lines.

Should you be interested in the procurement initiatives, please refer to the Frontex webpage at: <http://frontex.europa.eu/about-frontex/procurement/open-restricted-tender-procedures/>.

Best regards,



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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From: Etincelan [<mailto:Direction.Generale@Etincelan.com>]
Sent: 11 July 2015 14:40
To: Fabrice Leggeri
Subject: Nouveau drone hélicoptère commercialisé en France

Monsieur Le Directeur,

Nous souhaitons vous informer que notre société est le distributeur exclusif, en France, de Weifang Freesky Aviation Industry Co. Ltd.

Cette compagnie a conçu, en partenariat avec Aviation Industry Corporation of China (AVIC), le drone hélicoptère V750 dont vous pouvez trouver une présentation et une plaquette sur notre page <http://www.Etincelan.com/v750.htm>

Selon les besoins, ce drone peut être équipé de caméra thermique à infrarouge, de caméra à ultraviolet, d'un système de télédétection par laser (LIDAR), etc... Un système de détection des radiations nucléaires, fixé au V750, est en cours de test.

Si ce drone pouvait convenir aux opérations de Frontex, nous serions ravis de devenir l'un de vos fournisseurs.

Nous vous remercions de votre attention et nous nous tenons à votre disposition pour toute information complémentaire.

Recevez nos salutations distinguées.

Mr [REDACTED]
Etincelan SAS
Manoir de La Tavelière - 50640 Husson
<http://www.Etincelan.com>
[REDACTED]
[REDACTED]

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Participation on Horizon 2020 - call

Monday, October 26, 2015 17:16

Subject Participation on Horizon 2020 - call
From Frontex
To [REDACTED]
Sent Monday, April 20, 2015 09:30

Dear Mr. [REDACTED]

Thank you for your email. At this point we would like to inform you that Frontex is asked regularly by the European Commission to take part in the evaluation committee as evaluators of the European funded project proposals. As a result, any kind of facilitation at this stage or the participation of Frontex in any consortium that is to submit a proposal in this context would constitute a case of conflict of interest.

Having said that, if your proposal will be successful, Frontex could potentially participate, based on a further assessment of the project, in your project activities as advisor or as (representative of) end-user(s).

Thank you very much for your understanding.

Best regards,



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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From: [REDACTED]
Sent: 14 April 2015 10:23
To: Frontex
Subject: Participation on Horizon 2020 - call

Dear Sirs

We are a mainly Austrian consortium and we are willing to participate in the Horizon 2020 – call. We are interested in particular in a project regarding the migration flow analysis and we would kindly ask you to be a partner in this issue. We have ongoing national projects referring to migration flow analysis and detection capabilities.

The goal is the early detection of migration trends to support the efficiency of First Responders dealing with migration, and to support the national Policy Making Process. Interdependencies in the context of migration are identified by analysis of the relevant pull-, push- and psycho-social factors. The basics for a future strategic monitoring and steering mechanism are modeled

generically and strategic analysis tools, which support first responders and policy makers will be developed and tested.

Could you please transmit this to the relevant decision makers. The decision of a participation (i.g. Letter of Interest or active participation as full partner) should be made
Very soon as the deadline of the Horizon calls is fixed and we are bound in this regard.

Best Regards and thanks for the support

I would kindly ask you to respond



Department II/3 Alienspolice and Border Control
Federal Ministry of Interior
Austria

Perimeter Security

Monday, October 26, 2015 17:16

Subject **Perimeter Security**
From Frontex
To [REDACTED]
Sent Tuesday, August 25, 2015 11:23

Dear Mr. [REDACTED]

Thank you for your email. We have taken note of it and introduced your contact details in our database.

Let us inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Among them, the following events could be of interest:

1. **Workshop with European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and using financial sources other than EU financing (e.g. Industry's/Academia's own funds) (19 November 2015).**

<http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s>

The workshop will continue the bridging activities between the border guard community and the European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and **using financial sources other than EU financing** (e.g. Industry's/Academia's own funds).

On these lines, should you implement (or plan to implement) projects for developing new products/technologies/solutions for border security and want to:

- present the projects/ideas to the audience and obtain practitioners' feedback/advice on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts with other participants and establish links and synergies between projects,

you are invited to send an application by filling in the form available at:

<http://btn.frontex.europa.eu/form/application-form-workshop-newongoing-projects-developing-border-security-productstechnologiesso>, by **7th September 2015**. The applications received will be selected taking due account of the relevance, novelty and potential impact for the border guard community.

2. **"Workshop on methodologies/methods, procedures, best practices on investigating/testing/evaluating border security technologies" (10 December 2015).**

<http://frontex.europa.eu/news/invitation-to-industry-and-academia-eDaaie>

For the above mentioned workshop, Frontex and the representatives of the European Border Guard Authorities would be interested to learn from Industry and Academia about mature/proper methodologies/methods/best

practices/procedures on how to plan, design and conduct effective tests/assessments of different border security. We are talking here about operational tests able to produce useful and objective measures of technology performance and effectiveness and able to allow to the border guards to investigate/assess (in the real field) if an equipment/technology is "good" or "bad" for their purpose.

Best regards,



Plac Europejski 6
00-844 Warsaw, Poland
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Fax +48 22 205 95 01
www.frontex.europa.eu

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From: [REDACTED] uk]

Sent: 18 August 2015 18:18

To: Frontex

Subject: Perimeter Security

Dear whom it may concern,

With a lot of recent press and speculation regarding migrants moving and attempting to enter other countries, I can appreciate that security is going to need to be increased.

If a fence is built, then if people really want to enter, they will climb it. Therefore what we propose is an addition to the pre-existing security. We offer a security solution which can be installed onto fences, walls, panels and even roofs and works through motion detection. Therefore the second that someone is trying to climb over a fence, the sensor will detect movement and can send a notification to the manned security who can go and restrict them from climbing the fence and entering. This works as every sensor has their own individual chip and therefore can clearly see where there has been a detection and can immediately go to that part of the perimeter to restrict entry. It can also be incorporated into pre-existing security and can tell a camera that a breach has been detected and tell the camera to look at that location.

Other solutions include using a drone for the same option, sending the location to the drone, who can they take off and view the breach remotely to see if someone is trying to enter and if so then can attend. It is the perfect solution to increase the pre-existing security and reduce the amounts of migrants that are currently passing into Europe.

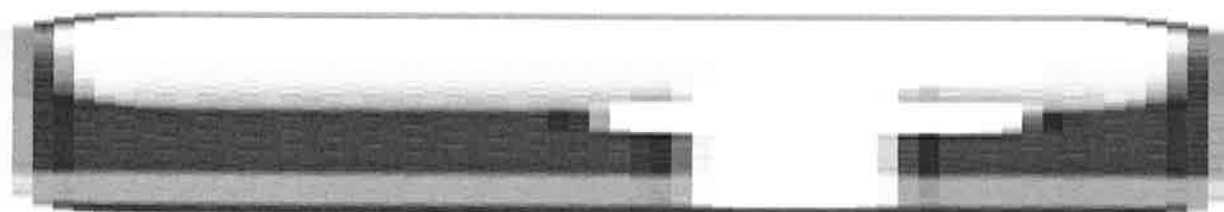
We offer demonstrations which I would be more than happy to come and provide as well as discuss further if it was something of interest.

If I can be of any assistance, please feel free to contact me on [REDACTED]

Kind Regards,
[REDACTED]



SECURE SOLUTIONS




T+44 (0)1344 752222 F+44 (0)1344 751155 W www.ftlsecuresolutions.co.uk

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[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

Please forward to Operations staff

Monday, October 26, 2015 17:16

Subject Please forward to Operations staff
From Frontex
To [REDACTED]
Sent Wednesday, September 23, 2015 10:18
Attachments 
VB Refugee
Control Pr...

Dear Mr. [REDACTED]

Thank you for your email of 18 September 2015. We have taken note of it and introduced your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us also inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted.

Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively. At this moment the registration for the meeting in October 2015 is closed, but you can apply for the one foreseen in March/April 2016.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your developments relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <http://frontex.europa.eu/news/>.

Best regards,



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From: [REDACTED]
Sent: 18 September 2015 15:49

To: Frontex; procurement

Subject: Please forward to Operations staff

Please also include Dr. Fabrice Leggeri and Mr. Gil Arias as well as your European Border Guard Team leads.

I have just gotten off our ninth conference call here in the US focused on this mobile ID management software solution and the comment from the senior federal advisor who has been working with NATO for 12 years was – “How can I put this Scott? This system is exactly what they need – right now.”

The other comments have been – “why haven’t I ever heard of this solution?” and “why aren’t we using this right now here?”

Please have some of your operational people skim this power point – and we are available anytime where we could arrange a GoToMeeting with short notice 24/7 to answer any questions.

Thanks

[REDACTED] CEM, FPEM

www.pathfinders.cc

V.P., Disaster Solutions LLC

SBA Certified HUBZone Small Business

514 14th Street

West Palm Beach, Florida 33401

[REDACTED]

[REDACTED]

[REDACTED]

"What we do in life echoes through eternity"

[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

PRAXI Network / FORTH - research project

Monday, October 26, 2015 17:16

Subject PRAXI Network / FORTH - research project
From Frontex
To [REDACTED]
Sent Tuesday, December 02, 2014 11:50

Dear Mrs. [REDACTED]

Thank you for your email. Let us please inform you that the mandate of Frontex doesn't foresee the funding of projects initiated by other entities. Nevertheless the Research and Development Unit of Frontex collaborates with academia and industry in the scope of technologies and research projects relevant for border security. An example on these lines would be the regular meetings with industry (for more details please refer to the Frontex website at: <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF>). Another example is the workshop with European industry and academia which lead research and development projects aiming at developing new products, technologies/solutions for border security and using other financial sources than EU (FP7/Horizon) financing. The registration is closed for this year's workshop, but you can apply for the meeting which will take place in 2015 once the invitation will be published (for more details please refer to the Frontex website at: <http://frontex.europa.eu/news/invitation-for-industry-and-academia-B9rTeX>). The two mentioned examples could be appropriate frameworks for meeting Frontex experts and discuss on topics of common interest.

In case that you are interested also by other activities in the field of border security technologies organized by Frontex and involving academia and industry, please be informed that all Frontex announcements/invitations on these lines are published in the News section on the official website.

Best regards,



Rondo ONZ 1
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www.frontex.europa.eu

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From: [REDACTED] [gr]
Sent: 13 November 2014 18:36
To: Frontex
Subject: PRAXI Network / FORTH - research project

Dear Sir or Madam,

I'm writing from PRAXI Network / FORTH, member of Enterprise Europe Network, regarding a research project which plans to develop patrolling robot vessels. The research project is under development by a Greek research group and PRAXI Network supports the scientists in searching collaborations.

In this framework, I am contacting FRONTEX in order to ask if you have the possibility to fund research projects and which are the requirements and criteria to do so. Apart from that, I would like to ask if there is any scheme for research collaboration with FRONTEX. The research group would also be interested in having some feedback from FRONTEX about the project idea.

Of course, we are willing to provide any further information in case you are interested. I am looking forward for your answer and instructions.

Thank you in advance.

Yours faithfully,

[REDACTED]

[REDACTED]

Physicist
Technology Transfer Consultant

PRAXI Network

FING, 1, Morichovou sq.,
546 25 Thessaloniki, Greece
Tel.: [REDACTED]
[REDACTED]
[REDACTED]

www.help-forward.gr

praxi »
help-forward network

A unit of the Foundation for Research & Technology - Hellas (FORTH)
Coordinator of the Enterprise Europe Network - Hellas
National Contact Point for Horizon2020

Re: Integrated Solutions - outstanding IT services - part of Orange Polska

Monday, October 26, 2015 17:16

Subject **Re: Integrated Solutions - outstanding IT services - part of Orange Polska**
From [REDACTED]
To [REDACTED]
Sent Friday, January 30, 2015 09:42

Dear Mr [REDACTED]

Thank you for your email of 28/01/2015. We have taken note of it and have included your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us please also inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

Best regards,

[REDACTED]

[REDACTED]

[REDACTED]

Research and Development Unit · Capacity Building Division
Tel: [REDACTED]

----- Forwarded message -----

From: [REDACTED]
[REDACTED]

Subject: Integrated Solutions - outstanding IT services - part of Orange Polska

Date: Wed, Jan 28, 2015 08:51

Dear Mr [REDACTED]

I am sending you short information about **INTEGRATED SOLUTIONS** - part of the biggest telecom group in Central and Eastern Europe – Orange Polska Capital Group. Please, do not hesitate to start technical dialog with our company in any area of our outstanding expertise (our headquarters are located in Warsaw).

Combining outstanding expertise in telecommunications and IT, we offer comprehensive end-to-end solutions based on cloud computing. Integrated Solutions products and services are based on world standards and technology partnerships with market leaders:

DATACENTER INFRASTRUCTURE

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<http://www.integratedsolutions.pl/en/company/about-us/>

Best regards,

Kom. _____ – Rynek ICT



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10a /p. 1203,
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Warszawa
www.i-s.com.pl
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RE: Request for a Meeting: Northrop Grumman at the Border Security Conference in Rome

Monday, October 26, 2015 17:16

Subject **RE: Request for a Meeting: Northrop Grumman at the Border Security Conference in Rome**
From [REDACTED]
[REDACTED]
[REDACTED]
Sent Monday, February 09, 2015 16:49

Dear [REDACTED]

Thank you for your email.

I will not participate in the conference you mentioned. Let me please inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

Best regards,

[REDACTED]

[REDACTED]

[REDACTED]

Research and Development Unit · Capacity Building Division

Tel: [REDACTED]

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

From [REDACTED]

Sent: Thursday, February 05, 2015 13:51

To: [REDACTED]

[REDACTED]

Subject: Re: Request for a Meeting: Northrop Grumman at the Border Security Conference in Rome

Thank you sir.

Dragos: will you be attending the conference? If so, can you meet with industry?

Thank you for your cooperation.

[REDACTED]

Sent via BlackBerry by AT&T

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

From: [REDACTED]

Date: Thu, 5 Feb 2015 13:47:04

To: [REDACTED]

[REDACTED]

[REDACTED]

Subject: RE: Request for a Meeting: Northrop Grumman at the Border Security Conference in Rome

Dear Sir,

Thank you very much for your email.

Regretfully due to other commitments and priority I won't be able to attend the Border Security Conference in Rome. My colleague [REDACTED] in Cc will provide you

more information about Frontex policy for meeting the Industry.
With very good wishes for the success of the Conference.
Kind regards,

[REDACTED]
[REDACTED]
Research and Development Unit · Capacity Building Division

Tel: [REDACTED]
[REDACTED]

FRONTEX

www.frontex.europa.eu

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

From: [REDACTED]

Sent: 05 February 2015 13:31

To: [REDACTED]
[REDACTED]

Subject: Request for a Meeting: Northrop Grumman at the Border Security Conference in Rome

Good afternoon sir.

I am a military and security consultant based in Europe supporting Northrop Grumman Electronic Systems from Baltimore, Maryland.

Like you, we are attending the forthcoming Border Security Conference in Rome with a fellow speaker, a booth and a team of our Border Security executives (led by my colleague [REDACTED]).

We would very much like to meet with and discuss both FRONTEX missions in Europe and our contribution to European border security through our recent successful actions in Colombia, USA and Australia.

Would you please agree to meet us on 18 February for a briefing and a sharing of ideas at the Conference Venue?

I have also copied Dr. [REDACTED] -- my colleague in Poland.

Kind regards,

[REDACTED]
Sent via BlackBerry by AT&T

Reply to UTC Aerospace Business

Monday, October 26, 2015 17:17

Subject **Reply to UTC Aerospace Business**
From Frontex
To [REDACTED]
Sent Friday, January 16, 2015 12:37

Dear Mr. [REDACTED]

Thank you for your email of 06 January 2015. We have taken note of it and have included your contact details in our database. In case any need in the scope of the solutions mentioned in your email will be identified in Frontex, we will contact you.

Let us please also inform you that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

Best regards,

Best regards,



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[REDACTED]
Company: UTC Aerospace Systems
Address: Malvern Hills Science Park, Geraldine Road, Malvern
City: Worcestershire, WR14 3SZ. UK.
Mobile phone: [REDACTED]
[REDACTED]
From IP: None

on 2015-01-06 at 12:59 wrote:

Dear FRONTEX

The UK part of the UTC Aerospace Business has specialised in the supply and operational support of information and intelligence awareness tools and networks for several years. By the nature of this business it is seldom in the public eye but it undertakes work for a number of leading nations armed forces in addition to those of the United Kingdom. Recent, well publicised event and the FRONTEX EUROSUR programme would appear to be an area where our capability may have applicability. Our systems are designed to work along-side legacy systems enabling authorised users, anywhere around the globe, to access defined information (based on type, geography, date/time etc.) to enable both timely information to be made available as it is entered anywhere on the system as well as enabling

patterns of events to be observed over time and physical locations. If you feel that this is a technology and capability that might be of interest in supporting EUROSUR or any other FRONTEX initiative then please let me know and we can discuss matters further. I would stress that this technology is entirely free of USA ITAR or EARS restrictions having originated and been developed solely within the United Kingdom.

Request for a discussion on border screening and detection technology

Monday, October 26, 2015 17:17


Subject Request for a discussion on border screening and detection technology


From Frontex

To [REDACTED]

Sent Thursday, July 30, 2015 13:29

Attachments

 Scanning and Detec...

 Introduction Letter

Dear Mr. [REDACTED]

Thank you for your emails. We consider that the topic and the scope of the questionnaire sent by you are in the remit of the Member States (MSs) specific authorities (mainly customs and aviation security, and also border guard authorities -depending on what you include in the generic term "border screening and detection technology"). Concerning the MSs border guard authorities (stakeholders of Frontex) we are not in the position to provide specific contacts to you, but you can consult their webpages at: <http://frontex.europa.eu/partners/national-authorities/>.

Best regards,



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From: [REDACTED]
[REDACTED] July 2015 13:00

To: Frontex

Subject: Request for a discussion on border screening and detection technology

Dear Sir,

In reference to my previous email, I was wondering if it would still be possible to have a brief discussion with you concerning our research around screening and detection technologies. Please let me know if this would be possible and if you would like any additional information related to the project then please don't hesitate to get in contact.

Many thanks in advance for your help.

Best regards,

[REDACTED] | Security Research Analyst | Aerospace & Defence | Frost & Sullivan

www.frost.com

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----- Forwarded by Robert Haddon/London_GB/Europe/Frost & Sullivan on 30/07/2015 11:59 -----

[REDACTED]
[REDACTED]
Date: 16/07/2015 17:56
Subject: Request for a discussion on border screening and detection technology

Dear Sirs,

My name is [REDACTED] and I am a security research analyst with Frost & Sullivan. We are currently carrying out some research, on behalf of Smiths Detection looking at the use and procurement of screening and detection technology, together with current customer technology preferences. Whilst we are looking at these criteria across a wide range of industries, we are particularly looking at how border agencies and organisations deploy these solutions on a regular basis. The goal of this research is to understand key demands of customers, culminating in the creation of a white paper highlighting the industries major trends.

I was wondering if it would be possible to have a brief discussion with someone from Frontex to discuss our current project and the border security environment in the EU region? In addition we would also be interested in engaging with border agencies at a national level if at all possible.

I have attached a document, containing 9 key questions that we would be looking to ask potential interviewees; please let me know if you would like to discuss any of them in greater detail.

Please let me know if this would be possible and if you would like any additional information about our research then please don't hesitate to get in contact.

Many thanks in advance for your help and I look forward to hearing from you.

Best regards,

[REDACTED] | Security Research Analyst | Aerospace & Defence | Frost & Sullivan

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Request for a meeting - EU project on comparison of data protection legal framework in Belarus and Ukraine compared to Schengen and VIS

Monday, October 26, 2015 17:17

Subject Request for a meeting - EU project on comparison of data protection legal framework in Belarus and Ukraine compared to Schengen and VIS

From Frontex

To [REDACTED]

Sent Monday, June 29, 2015 16:43

Dear Mr. [REDACTED]

Thank you for your email.

Let me inform you that Frontex is striving for harmonization between the EU Member States in the area of the usage of biometrics for border control and follows up on new developments in this area. Also the harmonization of e-gates (and the control process performed by these gates) and the use of VIS at the external border is actively pursued. However, as eventual data protection issues (including the legal framework) are dealt with by the EU Member States themselves, they are out of scope for the activities undertaken by Frontex in these areas.

Should the activities of Frontex as described above have a direct linkage to the assessment you are planning to undertake, please let me know what exactly would be the sub-topics of your interest, in order to assess the appropriateness of a meeting – subject also to the availability of Frontex experts.

Separately, I would like to suggest to you to contact eu-LISA - the European Agency responsible for the operational management of the second generation Schengen Information System (SIS II) and the Visa Information System (VIS). eu-LISA is mandated, amongst other things, to ensure that the highest levels of information security and data protection to the information entrusted to it are applied, meaning that personal information is treated fairly, lawfully and correctly, in full compliance with the relevant data protection principles and legislation in force.

Best Regards



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

From: [REDACTED]

Sent: 23 June 2015 16:09

To: Frontex

Cc: [REDACTED]
[REDACTED]

Subject: Request for a meeting - EU project on comparison of data protection legal framework in Belarus and Ukraine compared to Schengen and VIS

My name is [REDACTED] and together with [REDACTED] we act as the experts in the European Commission project „Comparison of the Data Protection Provisions in the Legislation of the Republic of Belarus and Ukraine vis-à-vis the Regulations in the Schengen/Visa Information System“ The background information on the project is as follows:

The border guard services of Belarus and Ukraine jointly submitted the project proposal „Introducing Biometrics Control at the Main International Border Crossing Points between Ukraine and the Republic of Belarus“ to the European Commission. The evaluation committee of the DG Near assessed the proposal positively but put forward a number of pre-conditions for the allocation of funds. One of them is that data protection levels of Belarus' and Ukraine's legislation need to provide the same level of protection as the Schengen/Visa Information System (SIS/VIS). Our research will cover data protection issues in the broader context of the current and future development of biometrics and border control information systems in the EU and Belarus&Ukraine.

The ToR envisages meetings with the relevant authorities in Belarus and Ukraine, as well as with Eurojust, Europol, DG Near, DG Home, eu-LISA and Frontex.

The joint project proposal of the border guard services of Belarus and Ukraine aims at development of border control capacities at the border crossing points, including introduction of automated border control

(ABC) systems. In this respect, awareness of experience of Member States in harmonisation of technical equipment, designing of border information systems and working practices could facilitate the proper interpretation of respective legal provisions inter alia in the field of data protection.

As follows from Plans of Work for 2014 and 2015, Frontex is committed to identify, elaborate, disseminate and update best practices guidelines (standards) for border control, including in the field of ABC, checks of e-travel documents, use of biometric verification equipment and information systems in operational scenarios. Therefore, we are interested to meet the staff contributing to these results

(outcomes) of FRONTEX activities.


A meeting with the Frontex Data Protection Officer could be also helpful.

We kindly ask to circulate our request to a relevant entity in Frontex in order to nominate those who could potentially contribute to the project we are working on.

[REDACTED]

Request from ARTTIC for a contact re Horizon 2020 call for proposal

Monday, October 26, 2015 17:18

Subject Request from ARTTIC for a contact re Horizon 2020 call for proposal
From Frontex
To [REDACTED]
Sent Tuesday, February 10, 2015 11:26
Attachments 
Call for proposals...

Dear Mrs. [REDACTED]

Thank you for your email. Please be informed that Frontex is neither the end-user in the context mentioned in your email related to the call for tender "BES-05-2015 Border crossing points, topic 1: Novel mobility concept for land border security", nor the initiator of the mentioned call. According to the website of the European Commission, should you look for information on calls for research proposals, you can use the Research Enquiry Service available at: <http://ec.europa.eu/research/index.cfm?pg=enquiries>. In addition, there is a network of National Contact Points (NCPs) which is the main structure to provide guidance, practical information and assistance on all aspects of participation in Horizon 2020. The NCPs are national entities established and financed by governments of the 28 EU member states and the states associated to the framework programme. NCPs give personalized support on the spot and in applicants' own languages. In order to find out the contact details of the NCP relevant for you, please refer to: http://ec.europa.eu/research/participants/portal/desktop/en/support/national_contact_points.html. Should you have specific questions about Frontex, please send them to frontex@frontex.europa.eu in order to be distributed, depending on their content, to the most appropriate recipients.

Best regards,



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From: [REDACTED]@eu]

Sent: 06 February 2015 16:17

To: Frontex

Cc: [REDACTED]
[REDACTED]
[REDACTED]

Subject: Horizon 2020 - Land Border Security

Madam, Sir,

With regards to the upcoming European "Horizon 2020" call for proposals, we are currently building a project proposal focusing on novel concepts for land border security within the Schengen area.

It specifically responds to the specific call for tenders "*BES-05-2015 Border crossing points, topic 1: Novel mobility concept for land border security*" (document attached).

To better understand the challenges around this issue, and FRONTEX's role and needs as an end-user, would you be available for a brief phone call to discuss it ?

I thank you in advance for your response, best regards,

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

ARTTIC

58A rue du Dessous des Berges
F - 75013 Paris

[REDACTED]
[REDACTED]

www.arttic.eu

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Research on Crisis in Mediterranean

Monday, October 26, 2015 17:18

Subject Research on Crisis in Mediterranean
From Frontex
To [REDACTED]
Sent Thursday, July 09, 2015 16:10

Dear Mr. [REDACTED]

Thank you for your email. Let us please inform you that it is not our policy to be involved at this stage when different projects proposals are in competition. If a proposal will be successful as a result of evaluation, Frontex could potentially participate, based on a further assessment of the project (and availability of our experts) in the project activities as advisor.

Thank you for your understanding.

Best Regards



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From: [REDACTED]
Sent: 24 June 2015 18:56
To: Frontex
Subject: Research on Crisis in Mediterranean

Dear Colleagues

We are writing to seek your support for a research project related to the Mediterranean migration crisis. This is in response to an urgent call for proposals for funding from the UK's leading social sciences funding body (ESRC), for which we have been shortlisted. The submission deadline is 6 July 2015.

The aims of our proposal are as follows:

- To map the journeys and document the experiences of refugees and migrants who have recently crossed the Mediterranean Sea by boat.
- To assess the impact of policy interventions across the Mediterranean from the perspective of refugees and migrants.

This will focus specifically on identifying the effects of recent anti-smuggling measures, search and rescue, and preventative

mechanisms on migratory journeys and experiences.

- To provide up-to-date findings and analyses that intervene in academic and public debates and that inform policy developments and practitioner responses on the basis of a sound evidence base, while also preparing for on-going collaborative outputs and funding opportunities

The project will start in September 2015, and will last for 24 months in total. The team involves collaborators in Italy, Malta and Greece. Interviews will be conducted in three key sites where migrants crossing the Mediterranean arrive either directly by boat or following a rescue operation: Kos (Greece), Sicily (Italy), and Malta. These will be followed up with interviews during the early summer of 2016, in order to ensure that a second round of data collection can be undertaken during the season when migratory crossings are highest.

As a potential beneficiary of the data and analysis gathered from this research, we would greatly value any statements of support for this project that you may be able to provide or suggestions on project design which would assist FRONTEX.

We look forward to hearing from you and are very happy to discuss any further details with you.

With kind regards

Dr [REDACTED]
Political and International Studies
University of Warwick
Coventry, UK
[REDACTED]

Dr [REDACTED] (I)
School of Law
University of Warwick
Coventry,
[REDACTED]

Rome Conference

Monday, October 26, 2015 17:18

Subject **Rome Conference**
From [REDACTED]
To [REDACTED]
Sent Monday, January 26, 2015 12:44

Dear [REDACTED]

Thank you for your email. I hope also you are well.

I will not participate in the conference you mentioned. Regarding your request, let me please inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. Concerning your second question, please be informed that Frontex doesn't have offices in Rome or Naples.

Best regards,

[REDACTED]

[REDACTED]
[REDACTED]
Research and Development Unit - Capacity Building Division
Tel: [REDACTED]

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

From: [REDACTED]
Sent: Thursday, January 22, 2015 22:14
To: [REDACTED]
Subject: Rome Conference

[REDACTED]

It has been a long time since we spoke last. Hope everything is well with you.

Are you going to participate in the Rome conference in February?

I would like to set up a meeting between Northrop Grumman and one of you Frontex guys ...
Could you help, please?

Does Frontex has an office in Rome or Naples?

BRgds.,

[REDACTED]

[REDACTED]
Northrop Grumman CSR

Cell [REDACTED]

Soluzione al problema di Lampedusa

Monday, October 26, 2015 17:18

Subject Soluzione al problema di Lampedusa
From Frontex
To [REDACTED]
Sent Monday, February 23, 2015 16:12

Dear Mr. [REDACTED]

Thank you for your email of 12.02.2015. As we have already replied to you on 23.07.2014 (answering to your email with the same content sent on 30.06.2014), we have taken note of it, distributed it internally and included your contact details in our database. In case any need in the scope of the solution mentioned in your email will be identified in Frontex, we will contact you.

Best regards,



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From: [REDACTED]
Sent: 12 February 2015 09:11
To: [REDACTED]
[REDACTED]
[REDACTED] [it](#)
Subject: Soluzione al problema di Lampedusa.

Re inoltro della missiva datata 15/10/2013

Re inoltro della missiva datata 30/06/2014

On.le Presidenza del Consiglio dei Ministri

C.a. Sig. Presidente

On.le Ministero dell'Interno

C.a. Sig. Ministro

On.le Dipartimento per la protezione civile

Oggetto : Soluzione al problema di Lampedusa.

Sono un Consulente Marittimo operante in Taranto, Raccomandatario Marittimo iscritto al No. 36 della CCIAA di Taranto e Mediatore Professionale al No. 3 del medesimo ente. La mia carriera inizia nel 1993 come pratico Agente marittimo fino alla posizione di Titolare della scrivente GM Shipping. Nella mia carriera ho analizzato, affrontato e risolto numerosissimi casi relativi a problematiche legate alla navigazione interna e di Lungo Corso, collaborando -oltre che con Soggetti Privati- anche con Istituzioni quali la Capitaneria di Porto, la Guardia di Finanza, la Polizia di Frontiera (con nomina di Ausiliario di PG) , il Tribunale di Taranto, Augusta e Catanzaro.

Con la presente mi prego di poter illustrare a Codeste Onorevolissime Istituzioni una credibile ed efficace soluzione all'intollerabile problema logistico relativo all'emergenza di Lampedusa.

Prima ancora di analizzare la soluzione, è -a detta di chi scrive- utile individuare il problema.

Gli avvistamenti delle unità contenenti i migranti sono solitamente avvistate in acque nazionali allorché è già impossibile trovare una misura alternativa se non una disperata operazione di Soccorso e Salvataggio, spesso ben lontana dal preservare la salvaguardia della vita umana in mare. È purtroppo ben nota la macabra contabilità dei corpi senza vita, recuperati in mare a causa di una impossibile tempestività d'azione.

Finanche una puntuale operatività di soccorso vede la scellerata opzione di sovraffollamento del CPA, in condizioni di immediata massima urgenza.

Alla luce di quanto illustrato è necessario trovare l'operatività di emergenza nello stesso medesimo istante in cui sorge il problema.

La soluzione può essere individuata nella sconfinata intelligenza messa a disposizione dall'ingegneria Navale al servizio del Mare.

Se si immagina Lampedusa quale una piattaforma petrolifera in mezzo al canale di Sicilia, possiamo (e dobbiamo) coniugare le esperienze della Tecnologia Off-shore all'emergenza di cui trattasi.

Lo studio che mi onorerei di sottoporre alla Vs. attenzione contempla l'utilizzo delle cosiddette "Accommodation Barges", invero delle idonee Navi alloggio costruite per essere impiegate in qualsiasi condizione climatica, con tutte le facility necessarie.



Centinaia di perone possono essere alloggiate in massima sicurezza, a distanza dalla costa per successivo trasbordo in qualsiasi porto; in caso di emergenza, una "yellow O Area", permetterebbe l'atterraggio di un elicottero in perfetta sicurezza e con tempi di risposta immediati ed anticipati.

Nello studio che andrei ad illustrare analiticamente, in caso di interesse, ci sarebbero ulteriori unità a supporto, permettendo così una validissima ed efficace soluzione in tempi ridottissimi.

I costi sarebbero documentati e giustificati, trasparenti e programmabili a lungo termine, coinvolgendo le istituzioni internazionali preposte.

Infinitamente grato dell'attenzione, resto a disposizione di Codeste On.li Istituzioni per qualsiasi ulteriore chiarimento.

Con perfetta osservanza e sentimenti di sincerissima stima.

Capt. [REDACTED]

GM SHIPPING di Luigi GUIDA

Via R. Elena, 24

74123 - Taranto - Italy

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

<http://www.gmshipping.it>

[REDACTED]

[REDACTED]

surveillance camera

Monday, October 26, 2015 17:18

Subject **surveillance camera**
From Frontex
To [REDACTED]
Sent Tuesday, September 08, 2015 14:50

Dear Mr. [REDACTED]

Thank you for your email. We have taken note of it and introduced your contact details in our database.

Let us inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments relevant for the border security scope and discuss them. Among them, the following events could be of your interest:

1. **Workshop with European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and using financial sources other than EU financing (e.g. Industry's/Academia's own funds) (19 November 2015).**

<http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s>

The workshop will continue the bridging activities between the border guard community and the European Industry and Academia which lead (or are about to start/are in the incubation phase of ideas on) research and development projects aimed at developing new products, technologies, solutions for border security and **using financial sources other than EU financing** (e.g. Industry's/Academia's own funds).

On these lines, should you implement (or plan to implement) projects for developing new products/technologies/solutions for border security and want to:

- present the projects/ideas to the audience and obtain practitioners' feedback/advice on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts with other participants and establish links and synergies between projects,

you are invited to send an application by filling in the form available at:

<http://btn.frontex.europa.eu/form/application-form-workshop-newongoing-projects-developing-border-security-productstechnologiesso>, by **7th September 2015**. The applications received will be selected taking due account of the relevance, novelty and potential impact for the border guard community.

2. "Workshop on methodologies/methods, procedures, best practices on investigating/testing/evaluating border security technologies" (10 December 2015).

<http://frontex.europa.eu/news/invitation-to-industry-and-academia-eDaaie>

For the above mentioned workshop, Frontex and the representatives of the European Border Guard Authorities would be interested to learn from Industry and Academia about mature/proper methodologies/methods/best practices/procedures on how to plan, design and conduct effective tests/assessments of different border security. We are talking here about operational tests able to produce useful and objective measures of technology performance and effectiveness and able to allow to the border guards to investigate/assess (in the real field) if an equipment/technology is "good" or "bad" for their purpose.

Best Regards



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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From: [REDACTED]

Sent: 03 September 2015 13:58

To: Frontex

Subject: surveillance camera

Dear sir, madam,

Apologies for the fact that I steel two minutes of your time.

I don't know whether or not our company can be of value to Frontex but I would like to find out.

In the past two years we have developed a highly innovative surveillance camera that can work autonomously 24/7.

It works with a military grade image intensifier that makes sure that we only deliver the highest quality night video.

Motion blur and ghosting images are history and the resolution of the night channel is 1280X1024.

No detail is missed anymore.

The camera might be a valuable asset in defending the European borders so I would like to find out together if that is the fact.

Attached you will find the brochure and I would appreciate the opportunity to demonstrate the camera to your procurement department or operational specialists for evaluation.

Looking forward hearing from you.

With regards,



Stationsweg 3 8401 DK Gorredijk The Netherlands
Postbus 114 8400 AC Gorredijk The Netherlands
+31 513 46 00 80 www.ziuz.com

Helpdesk: +31 513 46 08 20

^[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

Surveillance delivery

Monday, October 26, 2015 17:18

Subject **Surveillance delivery**
From Frontex
To [REDACTED]
Sent Tuesday, September 29, 2015 09:37
Attachments



Proposition
d'observa...

Dear Mr. [REDACTED]

Thank you for your email of 25 September 2015. We have taken note of it and introduced your contact details in our database. In case any need in the scope of the solutions/services mentioned in your email will be identified in Frontex, we will contact you.

Let us inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community. Two meetings are organized by Frontex on these lines: one meeting at the end of March/beginning of April and one at the end of October. Frontex experts select a number of companies, out of the received proposals, for each meeting. The details of the meetings are announced to the selected companies at the end of February and at the end of September respectively. At this moment the registration for the meeting in October 2015 is closed, but you can apply for the one foreseen in March/April 2016.

Let us also inform you that Frontex organizes, with the participation of Industry and Academia, different workshops, meetings, conferences related to border security solutions. This could also be a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your developments relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <http://frontex.europa.eu/news/>.

Best Regards



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From: [REDACTED]
Sent: 23 September 2015 11:54
To: Frontex
Subject: Surveillance delivery

To whom it may concern,

I am writing to let you know that we have a project in close conjunction with your mission and with the recent news.

Our company SecuriFly provides an innovating service of surveillance. This service has the particularity to resort to drones with a cutting edge technology and may be used on large areas. Our equipment having an important time and distance range and is absolutely appropriate to different kinds of environment such as borders.

Due to the recent events on the European Union gates, SecuriFly suggests you to intervene under your leadership on the frontiers subject to pressures to prevent relevant authority about movements which might involve interventions either in humanitarian or securely terms with providing quality pictures in both day and night environment.

Concerning this topic, we would be grateful if we could have an appointment to present you this project and expecting to work with Frontex shortly. Waiting for your answer, we invite you to have a look on our documentation written in French attached.

Yours faithfully

--
[REDACTED]
Président
[REDACTED]
[REDACTED]



SecuriFly
la sécurité par la drone

L'absence de virus dans ce courrier électronique a été vérifiée par le logiciel
antivirus Avast.
www.avast.com

[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

system VCOP

Monday, October 26, 2015 17:18

Subject system VCOP
From Frontex
To [REDACTED]
Sent Monday, January 26, 2015 12:28
Attachments

SKMBT_C2
80150119...

TELSAT-summary tr...

Dear Mr. [REDACTED]

Thank you for your email of 19.01.2015. We have taken note of it and have included your contact details in our database. In case any need in the scope of the solution mentioned in your email will be identified in Frontex, we will contact you.

Let us please also inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information.

Best Regards



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From: PHU TELSAT [REDACTED]
Sent: 19 January 2015 11:35
To: Frontex
Subject: system VCOP [#D58535#O13#H69403624ef126b6ad0f9e8b095c7ac98]

Dzień Dobry,

Szanowni Państwo,

W załączeniu przekazujemy opis systemu automatycznego rozpoznawania i odczytu numerów

tablic rejestracyjnych pojazdów VCOP.

Uprzejmie prosimy o zapoznanie się z treścią załącznika i zapraszamy do uzgodnienia terminu prezentacji działania systemu.

Z poważaniem,

z up. [REDACTED]
[REDACTED]

Aby zachować ciągłość niniejszej korespondencji i skrócić czas reakcji, proszę nie usuwać przy odpowiedzi naszego identyfikatora e-mail z tematu.

To maintain continuity of this correspondence and shorten a response time, please do not remove our e-mail identifier from the subject.

PHU TELSAT

email: [REDACTED]

Oddziały/ Offices:

PHU TELSAT Oddział w Warszawie

ul. Krochmalna 32, 00-864 Warszawa, POLAND, [REDACTED]

Centrala/ Head Office

PHU TELSAT Grzegorz Kawka

ul. Dąbskiego 1A, 72-300 Gryfice, POLAND
[REDACTED]
[REDACTED]

P Think before you print. Please consider the environment

Dostawca urządzeń i technologii w branży elektroniki, telekomunikacji i systemów bezpieczeństwa.

Delivery of professional solution in electronics, telecommunication, security and technical protection field

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system VCOP [#D62112#O13
#H214ea623cea8cc32e16f83e08ff842d8]

Monday, October 26, 2015 17:18

Subject system VCOP [#D62112#O13#H214ea623cea8cc32e16f83e08ff842d8]
From Frontex
To [REDACTED]
Sent Wednesday, March 18, 2015 16:29

Dear Mrs. [REDACTED]

Thank you for your email. We received your Visit Proposal Form submitted on 27 February. According to the procedure, at the end of February we inform the selected companies on the details of the meeting planned for the end of March. Accordingly, Frontex departments need time, before the last day of the month (the day of the communications sent to the selected companies), to analyse what was received during the interval October (previous year) - February (current year). For this reason, the applications received at the very end of the February will be taken into analysis for the meeting in October 2015. Should your Visit Proposal Form be selected, you will be informed at the end of September. Thank you very much for your understanding.

Best regards,



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From: PHU TELSAT [mailto:[REDACTED]]
Sent: 16 March 2015 20:16
To: Frontex
Subject: RE: system VCOP [#D62112#O13#H214ea623cea8cc32e16f83e08ff842d8]

Dear Sirs,

Thank you for your answer. As you suggest, we sent Visit Proposal Form available at <http://btn.frontex.europa.eu/form/visit-proposal-form>. We sent it 27 February 2015.

Could you tell me when we can expect experts decision about companies which will be invited for meeting?

Best Regards,

[REDACTED]

THALES Group - Meeting proposal

Monday, October 26, 2015 17:18

Subject: THALES Group - Meeting proposal
From: Frontex
To: [REDACTED]
Sent: Wednesday, April 08, 2015 09:02

Dear Mr. [REDACTED]

Please be informed that the meetings between Frontex and Industry are usually opened by the Director of the Capacity Building Division and chaired by the Head of the Research and Development Unit of Frontex. Experts from different departments attend, depending on the interest they have in the solutions/domain addressed by different companies. At the beginning of the meeting all the companies are part of the audience and a presentation about Frontex is given. It is followed by a session of questions (from Industry) and answers (from Frontex). After the Q&A session, the Industry's presentations start, according to an agenda agreed in advance. Different questions/comments/remarks from the audience (Frontex experts), related to the solutions presented, will follow.

The companies' presentations can be held openly (with all the companies as part of the audience) or only in front of the representatives of Frontex, as it is requested in advance by each company. In the latter case, during the time allocated for a certain presentation, the other companies will wait their turn in a separate waiting room.

Hoping that this clarifies your question,

Best regards,



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From: [REDACTED]
Sent: 03 April 2015 09:55
To: Frontex
Subject: RE: THALES Group - Meeting proposal

Dear Madam, Dear Sir,

I wish to thank you for your reply and your explanation,

Would it be possible for you to give us more details on such industry meetings?

For instance, is-it a common meeting for the 12 companies with Frontex representatives in the same place, or each company gets to meet with Frontex representatives without other

companies attending the presentation?

Thank you very much in advance,

With my best regards,

From: Frontex [<mailto:frontex@frontex.europa.eu>]

Sent: 01 April, 2015 15:59

To: [REDACTED]

Subject: THALES Group - Meeting proposal

Dear Mr. [REDACTED]

Thank you for your email of 31/03/2015. Let us please inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. During the meeting also a presentation about Frontex will be given and the Industry can ask different questions related to Frontex activities and roles.

For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Two meetings will be organized by Frontex on these lines: one meeting at the end of March and one at the end of October. Frontex experts will select 12 companies, out of the received proposals, for each meeting. The details of the meetings will be announced to the selected companies at the end of February and at the end of September respectively.

Thank you for your understanding.

Best regards,



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From: [REDACTED]

Sent: 01 April 2015 15:56

To: Frontex

Cc: HoRDU; director.capacitybuilding; [REDACTED]

Subject: FW: THALES Group - Meeting proposal

Von: [REDACTED]

Datum: 31. März 2015 11:05:42 MESZ

An: [REDACTED]@eu>

Betreff: THALES Group - Meeting proposal

Dear Mr. [REDACTED]

My name is [REDACTED] I work for the delegation of the Thales Group to the EU, NATO and UN, based in Brussels.

As you may already know, the Thales Group is a worldwide leader in the defence, security, aerospace and transportation domains, and is as such a very active player on the EU scene, involved in major European programmes such as Galileo, Copernicus and the Single European Sky (SESAR) as well as EU's CSDP with EUFOR RCA and EUMAM RCA references. We also been an active participant to FRONTEX demonstrations and workshops related to border surveillance as well as border controls.

I am currently seeking to understand more about FRONTEX on-going activities relating to the deployment of "EUROSUR" as well as research activities linked with the deployment of Remotely Piloted Aircraft Systems (RPAS) for European border surveillance. It would also be of interest to my company to better understand the role of the Agency in the framework of the Internal Security Fund 2014-2020.

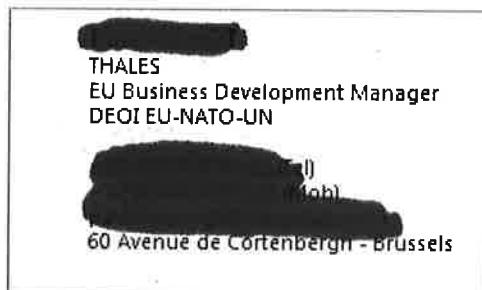
I am aware that departments in charge of these topics are based in Warsaw, but I would be interested in having a discussion with you on these topics possibly in Brussels first.

If you agree on the principle of this meeting, I would like to propose the following dates: the 9th, the 10th, the 16th or the 17th of April at your best convenience.

Should you need any additional information on our company, please don't hesitate,

With my best regards,

[REDACTED]



^[1] **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

THALES Group - Meeting proposal

Monday, October 26, 2015 17:18

Subject THALES Group - Meeting proposal
From Frontex
To [REDACTED]
Sent Wednesday, April 01, 2015 15:58

Dear Mr. [REDACTED]

Thank you for your email of 31/03/2015. Let us please inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF> for further information. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products and services in the field of border security. During the meeting also a presentation about Frontex will be given and the Industry can ask different questions related to Frontex activities and roles.

For this purpose, a Visit Proposal Form available at [http://btn.frontex.europa.eu/form/visit-proposal-form\[1\]](http://btn.frontex.europa.eu/form/visit-proposal-form[1]) must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Two meetings will be organized by Frontex on these lines: one meeting at the end of March and one at the end of October. Frontex experts will select 12 companies, out of the received proposals, for each meeting. The details of the meetings will be announced to the selected companies at the end of February and at the end of September respectively.

Thank you for your understanding.

Best regards,



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From: [REDACTED]
Sent: 01 April 2015 15:56
To: Frontex
Cc: HoRDU; director.capacitybuilding; [REDACTED]
Subject: FW: THALES Group - Meeting proposal

Von: [REDACTED]

Datum: 31. März 2015 11:05:42 MESZ

An: [REDACTED] <[REDACTED]@eu>

Betreff: THALES Group - Meeting proposal

Dear Mr. [REDACTED]

My name is [REDACTED] I work for the delegation of the Thales Group to the EU, NATO and UN, based in Brussels.

As you may already know, the Thales Group is a worldwide leader in the defence, security, aerospace and transportation domains, and is as such a very active player on the EU scene, involved in major European programmes such as Galileo, Copernicus and the Single European Sky (SESAR) as well as EU's CSDP with EUFOR RCA and EUMAM RCA references. We also been an active participant to FRONTEX demonstrations and workshops related to border surveillance as well as border controls.

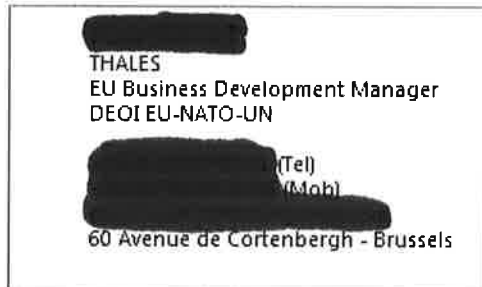
I am currently seeking to understand more about FRONTEX on-going activities relating to the deployment of "EUROSUR" as well as research activities linked with the deployment of Remotely Piloted Aircraft Systems (RPAS) for European border surveillance. It would also be of interest to my company to better understand the role of the Agency in the framework of the Internal Security Fund 2014-2020.

I am aware that departments in charge of these topics are based in Warsaw, but I would be interested in having a discussion with you on these topics possibly in Brussels first.

If you agree on the principle of this meeting, I would like to propose the following dates: the 9th, the 10th, the 16th or the 17th of April at your best convenience.
Should you need any additional information on our company, please don't hesitate,

With my best regards,

[REDACTED]



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Tribrid HD 1080P CVR

Monday, October 26, 2015 17:19

Subject **Tribrid HD 1080P CVR**
From Frontex
To [REDACTED]
Sent Tuesday, September 08, 2015 14:30

Dear [REDACTED]

Thank you for your email of 01.09.2015. We have taken note of it and introduced your contact details in our database. Should any need arise, Frontex is obliged by legislation to launch calls for tenders on these lines, following the European regulations and rules in the field of procurement. The mentioned calls are published on the Frontex website. For more details please refer to <http://frontex.europa.eu/about-frontex/procurement/low-value-negotiated-procedures/> and <http://frontex.europa.eu/about-frontex/procurement/open-restricted-tender-procedures/>.

Best regards,



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From: [REDACTED]
Sent: 01 September 2015 13:03
To: Frontex
Subject: Re: Tribrid HD 1080P CVR

Hi dear friend,

I have sent you email many times before but have not received any reply from you, so I am guessing the emails have not reached you.

Could you please drop me a short note if you receive this message and also pls tell me if you have any interest in our products?

I don't want to keep bothering you if you don't have any interest.

Our company's mainly products ranges:

- AHD Cameras (1M, 1.3M, 2M) & AHD DVR,CVI Cameras(1.3M, 2M) & CVR, TVI Cameras (1.3M, 2M)
- HD-IP Camera (with POE) and NVR with POE(1.3M, 2M, 3M, 4M, 5M)
- HD-SDI Cameras
- DVR,Mini DVR& DVR Kits
- AHD DVR, AHD DVR Kits
- CVR(720P, 1080P)
- TVR(4CH, 8CH & 16CH)

Thanks and best regards,



Europe Market Sale Representative

.....
Lonse Electronics Ltd.

No.728 Kaichuang Ave.,
Economic & Technological Development Zone,
Luogang District, Guangzhou,
China 510530

Website: www.longse.com
2015 Global Expo
.....

Workshop for the Final Evaluation of the Security Research Actions

Monday, October 26, 2015 17:19

Subject Workshop for the Final Evaluation of the Security Research Actions
From Frontex
To [REDACTED]
Sent Friday, April 10, 2015 09:14

Dear Mr. [REDACTED]

Thank you for your email. Unfortunately Mr. [REDACTED] is not available for the workshop on 29 April.

Should you still be interested to learn the point of view of Frontex on the border security area under the EU Seventh Framework Programme, we would be pleased to receive a specific questionnaire designed for our profile/role in the mentioned research framework.

Best regards,



Plac Europejski 6
00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01
www.frontex.europa.eu

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From: [REDACTED]
Sent: 19 March 2015 17:44
To: [REDACTED]
Subject: Invitation : Workshop for the Final Evaluation of the Security Research Actions

Dear [REDACTED]

The European Commission, DG Internal Market, Industry, Entrepreneurship and SMEs (DG GROW), has tasked Technopolis Group, MioIR and VVA to undertake the **Final Evaluation of the Security Research Actions** under the EU Seventh Framework Programme for Research, Technological Development and Demonstration (FP7). Please find attached a letter from Mr. [REDACTED] Head of Unit for Policy and Security Research at DG ENTR, which provides further information on the study.

During the **previous phases** of the evaluation the study team has gathered data through desk

research, two surveys among participants and end-users respectively, as well as stakeholder interviews and a series of case studies. The results of these activities are currently examined and will subsequently be discussed with experts.

To this end we will hold a **one-day workshop** to reflect upon the preliminary results of the evaluation and draw conclusions for the future shape of the security research programme. The workshop will bring together a group of 20 experts in the field of security research from member states and European institutions.

We cordially invite you as an expert to take part in the workshop, which will take place on **Wednesday, 29th of April 2015 in Brussels**.

The **purpose of the workshop** is to receive your input on preliminary results of the evaluation, in particular with regard to the relevance, efficiency, effectiveness and impact of the Security Research Programme. We also wish to discuss with you ways in which to tackle challenges in the future, e.g. how to enhance the valorisation of FP7 projects or how to strengthen end-user engagement. To this end we have approach experts with a programme level view of the FP7 security research actions.

As you can see from the attached **draft agenda**, the workshop will combine discussions in plenary setting with work on specific questions in breakout groups. Participating in the workshop will offer a unique opportunity to discuss the preliminary conclusions and recommendations of the evaluation, to point to specific implications in your field of expertise and to feed back any advice you may have for the future development of the security research programme.

The number of places is limited, so please ensure you have registered your interest in the workshop by **3rd April 2015**, by sending an email to [REDACTED]. Your participation will be confirmed. A week prior to the workshop, all confirmed participants will receive an Input Paper providing additional background information for the discussion.

Technopolis Group will compensate you for your travel and subsistence expenses up to a maximum of **€450**.

If you have any queries about the FP7 Security Research evaluation in general or the workshop specifically, do please contact me at [REDACTED]

I look forward to hearing from you and would be grateful for your support with this important exercise.

[REDACTED]
[REDACTED]
[REDACTED]
Consultant

Technopolis |ITD|
88 rue La Fayette
75009 Paris
France

[REDACTED]
[REDACTED]
[REDACTED]

Technopolis |group| à Amsterdam, Brighton, Bruxelles, Francfort/Main, Paris, Stockholm, Tallinn, Vienne

Technopolis |ITD|
Web FR <http://www.technopolis-group.com/fr/>
TVA : FR68 419706635

Mr [REDACTED]
Eticas Research & Consulting

C/ Ferlandina 49 (08001 Barcelona) / Reloj 2 (28770 Madrid)

Invitation to speak: Workshop on the use of border security technologies and the implications on the privacy, ethics and data protection/fundamental rights of people crossing the borders

Our ref: 2749
Please quote when replying.

Warsaw, 05 March 2015

Dear Mr [REDACTED],

I am very pleased to invite you to speak on the experience of the ABC4EU project related to the integration of the societal concerns and privacy risks in the biometric border control gates, at the **Workshop on the use of border security technologies and the implications on the privacy, ethics and data protection/fundamental rights of people crossing the borders**, to be held on **30 April 2015** in Warsaw, Poland.

The aim of the workshop is not only to find out what the results are of the latest research on this topic and to debate them, but also to consolidate the Member States border guard authorities and Frontex knowledge on the fundamental rights implications of using technology at the border.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre-booked rooms for the participants in the Radisson Blu Sobieski Hotel in Warsaw. In order to confirm the reservation, please send the attached Individual Reservation Form to the hotel by **7 April 2014**. For more details on the accommodation, please consult the attached Practical Note and the Individual Reservation Form.

Should you require further information or have additional questions, please do not hesitate to contact [REDACTED].

I am looking forward to seeing you in Warsaw, on 30 April.

Yours sincerely,


[REDACTED]
Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note, Individual Reservation Form.

Mr [REDACTED]
Indra

Avenida de Bruselas, 35, 28108 Alcobendas, Madrid, Spain

Invitation to speak: Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing

Our ref: 14936/23.09.2015
Please quote when replying.

Warsaw, 25 September 2015

Dear Mr [REDACTED]

I am very pleased to invite you to speak on the "Maritime surveillance command and control system - IC2S" and the "SkyFender ACSR Radar" at the **Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing**, to be held on **19 November 2015** in Warsaw, Poland.

The aim of the workshop is to continue the bridging endeavours, initiated by Frontex, between the border guard community and the evolving world of research and development and to contribute to border security solutions that take into consideration end user feedback. The following activities are planned to be addressed during the workshop:


- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts between Industry/Academia and potentially interested users;
- establish links and synergies between projects.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre-booked rooms for the participants in the Hilton Warsaw Hotel and Convention Centre. For more details, please consult the attached Practical Note.

Should you require further information or have additional questions, please do not hesitate to contact [REDACTED]

I am looking forward to seeing you in Warsaw, on 19 November.

Yours sincerely,


Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note.

Mr [REDACTED]
Indra

Joaquín Rodrigo St., no. 11, 28300 Aranjuez, Madrid, Spain

Invitation to speak: Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing

Our ref: 14937/23.09.2015
Please quote when replying.

Warsaw, 25 September 2015

Dear Mr [REDACTED],

I am very pleased to invite you to speak on the "TARGUS - Optional Piloted Vehicle" and the "RHINO - Rotary wing RPA" at the **Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing**, to be held on 19 November 2015 in Warsaw, Poland.

The aim of the workshop is to continue the bridging endeavours, initiated by Frontex, between the border guard community and the evolving world of research and development and to contribute to border security solutions that take into consideration end user feedback. The following activities are planned to be addressed during the workshop:


- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts between Industry/Academia and potentially interested users;
- establish links and synergies between projects.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre booked rooms for the participants in the Hilton Warsaw Hotel and Convention Centre. For more details, please consult the attached Practical Note.

Should you require further information or have additional questions, please do not hesitate to contact [REDACTED]

I am looking forward to seeing you in Warsaw, on 19 November.

Yours sincerely,


[REDACTED]
Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note.

Mr [REDACTED]
Vecara GmbH

Königsallee 43, 71638 Ludwigsburg, Germany

Invitation to speak: Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing

Our ref: 14938/23.09.2015
Please quote when replying.

Warsaw, 25 September 2015

Dear Mr Kromer,

I am very pleased to invite you to speak on the "Predictive Europe" tool at the **Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing**, to be held on **19 November 2015** in Warsaw, Poland.

The aim of the workshop is to continue the bridging endeavours, initiated by Frontex, between the border guard community and the evolving world of research and development and to contribute to border security solutions that take into consideration end user feedback. The following activities are planned to be addressed during the workshop:


- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts between Industry/Academia and potentially interested users;
- establish links and synergies between projects.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre booked rooms for the participants in the **Hilton Warsaw Hotel and Convention Centre**. For more details, please consult the attached Practical Note.

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 19 November.

Yours sincerely,


[REDACTED]
Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note.

Mr [REDACTED]
FTL Secure Solutions

29 Wellington Business Park, Dukes Ride, Crowthorne, Berkshire, United Kingdom, RG45 6LS

Invitation to speak: Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing

Our ref: 14939/23.09.2015
Please quote when replying.

Warsaw, 25 September 2015

Dear Mr [REDACTED]

I am very pleased to invite you to speak on the "Facial recognition, biometrics and perimeter security" project at the **Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing**, to be held on **19 November 2015** in Warsaw, Poland.

The aim of the workshop is to continue the bridging endeavours, initiated by Frontex, between the border guard community and the evolving world of research and development and to contribute to border security solutions that take into consideration end user feedback. The following activities are planned to be addressed during the workshop:

- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts between Industry/Academia and potentially interested users;
- establish links and synergies between projects.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre booked rooms for the participants in the Hilton Warsaw Hotel and Convention Centre. For more details, please consult the attached Practical Note.

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 19 November.

Yours sincerely,


[REDACTED]
Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note.

Mrs [REDACTED]
DFRC AG

Eigerstrasse 12, CH-6300 Bern, Switzerland

Invitation to speak: Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing

Our ref: 14941/23.09.2015
Please quote when replying.

Warsaw, 23 September 2015

Dear Mrs [REDACTED]

I am very pleased to invite you to speak on the "SeaSearch system" and the "IMSI Catcher Detector for Borders Control" at the **Workshop on research and development projects aimed at developing new products, technologies, solutions for border security, using financial sources other than EU financing**, to be held on **19 November 2015** in Warsaw, Poland.

The aim of the workshop is to continue the bridging endeavours, initiated by Frontex, between the border guard community and the evolving world of research and development and to contribute to border security solutions that take into consideration end user feedback. The following activities are planned to be addressed during the workshop:

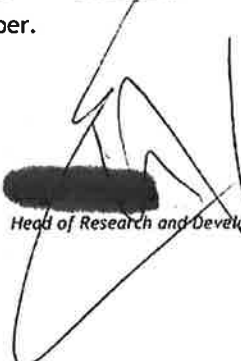
- present the projects/ideas to the audience and obtain practitioners' feedback/advise on how to steer/improve the projects' content or develop the ideas, in order to better serve the potential end user's interest;
- open discussions on possible demonstrations/operational tests that could take place in interested Member States;
- establish contacts between Industry/Academia and potentially interested users;
- establish links and synergies between projects.

Please return the attached registration concerning your attendance to the attention of [REDACTED] at [REDACTED]. As regards the logistics, Frontex pre booked rooms for the participants in the **Hilton Warsaw Hotel and Convention Centre**. For more details, please consult the attached Practical Note.

Should you require further information or have additional questions, please do not hesitate to contact [REDACTED]

I am looking forward to seeing you in Warsaw, on 19 November.

Yours sincerely,


Head of Research and Development Unit

Annex: Registration Form, Draft Agenda, Practical Note.

Meeting with Industry March/April 2015

Deliverable 1 - SFBSR 2015 project -Report-

Done at Warsaw

10/04/2015





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

www.frontex.europa.eu
Plac Europejski 6, 00-844 Warsaw, Poland
Tel. +48 22 205 95 00
Fax +48 22 205 95 01

The technological progress in the border security field is fast nowadays. To be connected with the newest developments ready to be deployed in the border control environment it is a must for the stakeholders involved in the operational field and for the people participating in the process of building the border security capabilities. Knowing what are the Industry's/Academia's newest products/services/technologies/developments helps our community of practitioners in the field of border security to identify options and opportunities for developing future capacities, offer answers to specific questions and needs for this field, help to understand what the trends are and, especially for the researchers in this field, to see where they are in relation to what has been already done.

To increase the awareness of Frontex and MSs experts on the existing cutting-edge technology developments pertinent to the border control specific missions, 2 meetings Frontex - Industry are envisaged each year, the first at the end of March and the second at the end of October.

The meetings support the process of updating and collecting information on the latest technologies/solutions/products/services existing on the market, in the field of border security and are organized in the framework of the procedure in place for meetings with Industry. During the meetings, the Industry briefs Frontex experts on its portfolios of products and services in the field of border security. According to the procedure, a Visit Proposal Form (VPF) available at <http://btn.frontex.europa.eu/form/visit-proposal-form>¹ must be completed and submitted by companies in the field of border security technologies. Selection of the submitted proposals takes place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

The meeting organized at the end of March/beginning of April took into account the selected proposals sent during the period October-February of the previous year. The meeting organized at the end of October will consider the selected proposals sent by Industry during the period March-September (the same year). Frontex experts select a number of companies, out of the received proposals, for each meeting.

From Frontex side, experts with scientific, technical and operational background attend. The details of the meetings are announced to the Industry at the end of February and end of September respectively.

The following picture reflects the procedure for the organization of the above mentioned meetings.

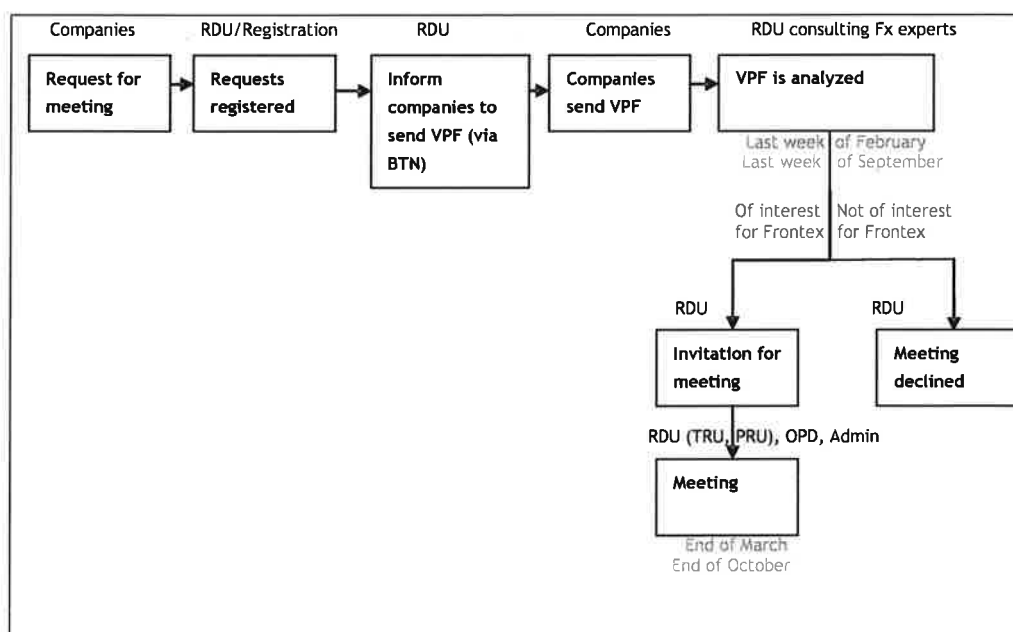


Fig. 1 Procedure for the meetings with Industry

A meeting divided in 2 days took place on 27 March and 09 April 2015. 5 companies (Annex 2) have been selected out of 9 Visit Proposal Forms received (Annex 1). They presented their portfolios (Annex 3-7) according to the attached agendas (Annex 8-9). The Industry was very interested to learn about Frontex role

¹ **Border-TechNet** is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development in the border-security domain. It is being maintained by the **Research and Development Unit**.

and scope, and Frontex experts about the specific products and services designed by the Industry for the border security domain. Frontex experts gave also advises to Industry on different solutions, in order to better serve the end users' needs. The Industry and Frontex representatives (RDU, LBS, SBS, FSC, TRU, RAU) appreciated the current framework in place. Next meeting will take place at the end of October 2015.

Annexes:

- Applications received (Annex 1)
- Selected applications (Annex 2)
- Presentations held by Industry (Annex 3-7)
- Agendas (Annex 8, 9)

Frontex meeting with Industry – Applications received
March/April 2015

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
1	Luciad NV (BE) http://www.luciad.com/	<p>Luciad provides software components for state of the art geospatial situational awareness systems.</p> <p>Mission: to provide best-of-class visualization, data fusion, and advanced data processing and analysis software, to help its customers turn superior Situational Awareness to their strategic competitive advantage.</p> <p>Luciad is the geospatial supplier of choice of NATO (e.g. their UAV surveillance program), Eurocontrol (air traffic control and planning) and of Homeland Security and Border Control organizations throughout the world. Approximately half of the EU Nations' Coastguards and virtually all of the EU Nations' Armed Forces rely on Luciad.</p>	<ul style="list-style-type: none"> ➤ Generally present Luciad's technology capabilities. ➤ Present specific use cases relevant to border security and intelligent real time analysis of geospatial information. Luciad has for instance made ground-breaking technology advances in the field of fusing detailed maritime information with typical surveillance information and sharing this across the entire enterprise, from the central desktop user to the mobile user. Luciad is involved in some of the world's most prestigious border surveillance projects, e.g. in Saudi Arabia. 	<p>The products to be presented are: LuciadLightspeed, LuciadFusion and LuciadRIA.</p> <p>Luciad products can fuse, visualize and analyze vast amounts of geospatial data. Among functionalities: real time analysis such as geo-fencing, line of sight calculations, geo-triggered events, dynamic and complex route calculations and automated anomaly detection. The themes that will be present:</p> <ul style="list-style-type: none"> ➤ Big Data Analytics and the potential to track patterns and predict future events, e.g. in the field of migration paths. ➤ Analytics and planning of sensors and surveillance equipment for optimal coverage. ➤ Big Data Analytics on vessel traffic to find patterns indicating vessels at risk, suspicious traffic etc. ➤ Terrain Analysis for identifying typical routes for human trafficking, comparison of terrain evolutions overtime. ➤ Integrating live UAV feeds into a control center and mission planning and mission review. 	<p>More about Luciad here</p> <p>More about 'human geography' solution developed by SAP using Luciad which is used by certain intelligence agencies at http://www.luciad.com/market/safety-and-security.</p>

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
2	TCOM, L.P. (USA) http://www.tcomlp.com/	<p>Global leader in persistent surveillance solutions. TCOM has provided systems for United States and foreign governments with complete persistent surveillance capabilities. The systems are in use around the globe including theaters of combat in Iraq and Afghanistan. TCOM's delivered systems include fixed-site deployments, fully transportable systems and specialized sea-based deployments.</p>	<p>To introduce TCOM and our persistent surveillance solutions to Frontex. The first aerostats in OEF / OIF were TCOM's 17M Aerostat system under the US Army RAID (Rapid Aerostat Initial Deployment) program. This programs' success lead to the development of TCOM's 22M and 28M for the PGSS (Persistent Ground Surveillance System) program where challenging operational environments required larger platforms. Our largest aerostat, 74M, is used in the JLENS (Joint Land Attack Cruise Missile Defense Elevated Netted Sensor System).</p>	<p>TCOM's tactical aerostat solutions utilizing our 12M/17M/22M/28M aerostats, have been used for border security worldwide and would be useful for Europe's borders.</p>	<p>More about TCOM here</p>
3	Transas Marine International (IR) www.transas.com	<p>Company's products include: integrated onboard and onshore systems, marine equipment and training devices, safety systems, geo-information systems. Company delivered several Coastal Surveillance systems aimed at protecting maritime borders of countries around the globe. Products and solutions deployed in over 130 countries.</p>	<p>Presentation of Transas Maritime Security Solutions and References, identification of possible joint collaboration with Frontex.</p>	<p>Transas Anti-Piracy Solutions, Coastal Surveillance Shore-Based Solutions, Vessel Traffic Management Systems (AIS and Radar Based), Training Solutions, Search & Rescue Solutions.</p>	
4	S2 Global (USA) http://www.rapiscansystems.com/en/products/	<p>Company's strength is in providing hands on training programs that strengthen the knowledge and efficiency of Border Policing organizations that will benefit from FRONTEX</p>	<p>To provide FRONTEX with an overview of our products and services, including our portfolio of training courses specifically designed to assist Border Police</p>	<p>The company provides a full turn-key operation that includes the design, manufacturing, installation, maintenance and training for security inspection solutions at airports, sea</p>	<p>More about S2 Global training offer here</p>

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
	creening_solutions	operational and technical assistance.	and Customs Officers in protecting EU borders.	<p>ports, borders, critical infrastructure facilities and for special events.</p> <p>The company specializes in providing:</p> <ul style="list-style-type: none"> ➤ Comprehensive facility screening technology operation, project management and maintenance; ➤ Police and counter-terror, customs inspection, border security and event security programs; ➤ Maintenance and training development; ➤ World class learning and performance solutions; ➤ Risk analysis and data integration processes. 	
5	Sysnav (FR) http://www.sysnav.fr/en/	<p>Founded by French former experts at the Ministry of Defense, developing cutting-edge navigation, positioning and tracking systems for critical and extreme environments, beyond the reach of GPS.</p> <p>Sysnav technology has been awarded this year by the Innovation Prize of the MIT Technology Review (Massachusetts Institute of Technology) as one of the 10 most innovative and promising technology.</p>	<p>Present Sysnav and the car-tracking GPS-free solutions. Exchange about Frontex needs and see if Sysnav solution can help.</p> <p>This solution could be used to track advanced targets using GPS-jammers crossing European borders, which remain untrackable today with standard GPS tracker solutions.</p>	<p>The company proposes a unique GPS-free car-tracking system. This solution operates as an inertial high-performance navigation system, used to get trajectories without relying on any infrastructure.</p> <p>It is an answer to address the increasing threat of GPS-jammers and spoofers (fake GPS). It is an exclusive system designed to record and reconstruct ground vehicle trajectories everywhere, even in covert areas. It doesn't rely on a standard infrastructure (such as GPS, GSM, RFID) to localize targets, and it is jamming-insensitive.</p>	<p>More about Sysnav here</p>
6	Airbus Defence and Space (GE)	<p>Airbus Defence and Space is a division of Airbus Group formed by combining the business</p>	<p>Briefing Frontex experts on our product portfolio and services in the field of border security.</p>	<p>Intelligence, surveillance and reconnaissance solutions (Aircraft, Satellites, Sensors, Radars, ISR Services etc.)</p>	

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
	http://airbusdefenseandairbus.com	activities of Cassidian, Astrium and Airbus Military.		Presentation of the products and service portfolio with regards to Border Security, Maritime Surveillance etc.	
7	Unitronex Poland Sp.z o.o (PL) http://www.unitronex.pl/	Unitronex is active on Polish market for 40 years and represents over 20 US Corporations	Discussion on company's products	Illuminating flares and seismic sensors products	
8	Cross Match Technologies (USA) http://www.crossmatch.com/	Offerings include: complete biometric identity management solutions incorporating software applications, fully certified liveness and multimodal mobile hardware, and related services addressing multiple biometric and credentialing modalities. Applications include: WEBS™ cloud-based identity management software, Mission Oriented Biometric Software (MOBS) for handheld and fix station identity management, Livescan Management Software (LSMS) for law enforcement and applicant processing; and AFIS and ABIS backend systems to name a few.	To better understand European user requirements and standards, demonstrate Cross Match's new mobile and authentication products, gather future requirements for upcoming R&D efforts.	<ul style="list-style-type: none"> ➤ SEEK Avenger (mobile fingerprint/iris/photo capture and management); ➤ Verifier Sentry (mobile fingerprint/photo capture and ID card verification); ➤ WEBS identity management software; ➤ LSCAN 1000 (palm capture). <p>Technology solutions include: fingerprint, palm, full-hand, and iris scanners; facial capture systems; and multi-credential readers. A range of professional services, from system design consultancy and implementation support, to custom software development and bulk card conversion services, are also offered.</p>	
9	Gemalto Oy (FI) www.gemalto.com	Provider of digital security. Designs, manufactures and delivers security and travel documents worldwide.	As a designer or the travel and security documents, it would be important to have communication with Frontex concerning the real needs and threats, what kind of		<p><u>Questions for Frontex:</u></p> <p>-How do you value</p>

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
			products Frontex considers secure and well functional. The products that we are designing and producing are on the field and used by front desk officers and receiving direct feedback would be beneficial for all parties. <u>Intention is not to sell or present anything.</u>		different security features? -What is good document to verify? -What makes travel document secure? -What are good and bad practices of security document.

Frontex meeting with Industry - Selection
March/April 2015

Crt no	Company	Short description	Purpose of the visit	Products/services the company will present	Obs.
1	Luciad NV (BE) http://www.luciad.com/	<p>Luciad provides software components for state of the art geospatial situational awareness systems.</p> <p>Mission: to provide best-of-class visualization, data fusion, and advanced data processing and analysis software, to help its customers turn superior Situational Awareness to their strategic competitive advantage.</p> <p>Luciad is the geospatial supplier of choice of NATO (e.g. their UAV surveillance program), Eurocontrol (air traffic control and planning) and of Homeland Security and Border Control organizations throughout the world. Approximately half of the EU Nations' Coastguards and virtually all of the EU Nations' Armed Forces rely on Luciad.</p>	<p>➤ Generally present Luciad's technology capabilities.</p> <p>➤ Present specific use cases relevant to border security and intelligent real time analysis of geospatial information. Luciad has for instance made groundbreaking technology advances in the field of fusing detailed maritime information with typical surveillance information and sharing this across the entire enterprise, from the central desktop user to the mobile user. Luciad is involved in some of the world's most prestigious border surveillance projects, e.g. in Saudi Arabia.</p>	<p>The products to be presented are: LuciadLightspeed, LuciadFusion and LuciadRIA.</p> <p>Luciad products can fuse, visualize and analyze vast amounts of geospatial data. Among functionalities: real time analysis such as geo-fencing, line of sight calculations, geo-triggered events, dynamic and complex route calculations and automated anomaly detection. The themes that will be present:</p> <ul style="list-style-type: none"> ➤ Big Data Analytics and the potential to track patterns and predict future events, e.g. in the field of migration paths. ➤ Analytics and planning of sensors and surveillance equipment for optimal coverage. ➤ Big Data Analytics on vessel traffic to find patterns indicating vessels at risk, suspicious traffic etc. ➤ Terrain Analysis for identifying typical routes for human trafficking, comparison of terrain evolutions overtime. ➤ Integrating live UAV feeds into a control center and mission planning and mission review. 	<p>More about Luciad here</p> <p>More about 'human geography' solution developed by SAP using Luciad which is used by certain intelligence agencies at http://www.luciad.com/mar-kets/safety-and-security.</p>

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2	Transas Marine International (IR) www.transas.com	<p>Company's products include: integrated onboard and onshore systems, marine equipment and training devices, safety systems, geo-information systems.</p> <p>Company delivered several Coastal Surveillance systems aimed at protecting maritime borders of countries around the globe.</p> <p>Products and solutions deployed in over 130 countries.</p>	<p>Presentation of Transas Maritime Security Solutions and References, identification of possible joint collaboration with Frontex.</p>	<p>Transas Anti-Piracy Solutions, Coastal Surveillance Shore-Based Solutions, Vessel Traffic Management Systems (AIS and Radar Based), Training Solutions, Search & Rescue Solutions.</p>	
3	S2 Global (USA) http://www.rapiscansystems.com/en/products/screening_solutions	<p>Company's strength is in providing hands on training programs that strengthen the knowledge and efficiency of Border Policing organizations that will benefit from FRONTEX operational and technical assistance.</p>	<p>To provide FRONTEX with an overview of our products and services, including our portfolio of training courses specifically designed to assist Border Police and Customs Officers in protecting EU borders.</p>	<p>The company provides a full turn-key operation that includes the design, manufacturing, installation, maintenance and training for security inspection solutions at airports, sea ports, borders, critical infrastructure facilities and for special events.</p> <p>The company specializes in providing:</p> <ul style="list-style-type: none"> ➤ Comprehensive facility screening technology operation, project management and maintenance; ➤ Police and counter-terror, customs inspection, border security and event security programs; ➤ Maintenance and training development; ➤ World class learning and performance solutions; ➤ Risk analysis and data integration processes. 	<p>More about S2 Global training offer here</p>
4	Sysnav (FR)	<p>Founded by French former experts at the Ministry of Defense, developing cutting-edge navigation, positioning and</p>	<p>Present Sysnav and the car-tracking GPS-free solutions. Exchange about Frontex needs and see if Sysnav solution can</p>	<p>The company proposes a unique GPS-free car-tracking system. This solution operates as an inertial high-performance navigation system, used</p>	<p>More about Sysnav here</p>

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	http://www.sysnav.fr/en/	tracking systems for critical and extreme environments, beyond the reach of GPS. Sysnav technology has been awarded this year by the Innovation Prize of the MIT Technology Review (Massachusetts Institute of Technology) as one of the 10 most innovative and promising technology.	help. This solution could be used to track advanced targets using GPS-jammers crossing European borders, which remain untrackable today with standard GPS tracker solutions.	to get trajectories without relying on any infrastructure. It is an answer to address the increasing threat of GPS-jammers and spoofers (fake GPS). It is an exclusive system designed to record and reconstruct ground vehicle trajectories everywhere, even in covert areas. It doesn't rely on a standard infrastructure (such as GPS, GSM, RFID) to localize targets, and it is jamming-insensitive.	
5	Airbus Defence and Space (GE) http://airbusdefenseandspace.com	Airbus Defence and Space is a division of Airbus Group formed by combining the business activities of Cassidian, Astrium and Airbus Military.	Briefing Frontex experts on our product portfolio and services in the field of border security.	Intelligence, surveillance and reconnaissance solutions (Aircraft, Satellites, Sensors, Radars, ISR Services etc.) Presentation of the products and service portfolio with regards to Border Security, Maritime Surveillance etc.	

According to the selection made by the Frontex interested units/sectors, the following companies were invited for the meeting with Frontex experts:

Frontex Units	Companies				
	Luciad NV (Be) <u>26-27</u>	Transas Marine International (Ir)	S2 Global (USA) <u>26-27</u>	Sysnav (Fr) <u>27</u>	Airbus Defence and Space (Ge) <u>26-27</u>
Sea Border Sector	x				x
Land Border Sector	x		x	x	x
Risk Analysis Unit	x				x
Frontex Situation Centre	x	x			x

AGENDA

Meeting Frontex-Industry, 27 March 2015

Date:	27 March 2015			
Venue:	Frontex Plac Europejski 6, 00-844 Warsaw, Poland Conference room no. 601			
Contact person:	[REDACTED] Frontex Research and Development Unit [REDACTED]			
Friday 27.03.2015		Presenter(s)	Frontex participants	Obs.
08:30 - 09:00	Registration			
09:00 - 10:00	Opening Frontex presentation Questions from Industry	[REDACTED] Capacity Building Division [REDACTED] Chairman of the meeting and Head of Research and Development Unit - Frontex	RDU, LBS, FSC, TRU, Procurement	
10:00 - 10:45	S2 Global (USA)	[REDACTED] - Business Development Director [REDACTED] - Director of Training	RDU, LBS, TRU, RAU	
10:45 - 11:00	Break			
11:00 - 11:45	Sysnav (Fr)	[REDACTED]	RDU, LBS	
11:45 - 12:00	Break			
12:00 - 12:45	Transas Marine International (Ir/Fr)	[REDACTED] Business Development Manager - Black Sea and EU area	FSC, RDU, SBS	

DRAFT AGENDA

Meeting Frontex-Industry, 09 April 2015

Date:	09 April 2015			
Venue:	Frontex Plac Europejski 6, 00-844 Warsaw, Poland Conference room no. 601			
Contact person:	[REDACTED] Frontex Research and Development Unit [REDACTED]			
Thursday 26.03.2015		Presenter(s)	Frontex participants	Obs.
08:30 - 09:00	Registration			
09:00 - 10:00	Opening Frontex presentation Questions from Industry	[REDACTED] - [REDACTED] Capacity Building Division [REDACTED] - Chairman of the meeting - Principal Officer, Research and Development Unit	RDU, SBS, LBS, FSC, RAU, Procurement	
10:00 - 10:45	Airbus Defence and Space (Ge)	-Dr. [REDACTED] Vice President Border Security, Integrated Systems [REDACTED] Sales Director Military Aircraft Services/Airbus Defence and Space, Germany	RDU, SBS, LBS, FSC, RAU, Procurement	
10:45 - 11:00	Break			
11:00 - 11:45	Luciad NV (Be)	[REDACTED] Vice President of Luciad [REDACTED] Sales account manager, Greece	RDU, SBS, LBS, FSC, RAU, Procurement	

RDU-Research and Development Unit

SBS-Sea Border Sector

LBS-Land Border Sector

FSC-Frontex Situation Centre

RAU - Risk Analysis Unit