

Meeting with Industry

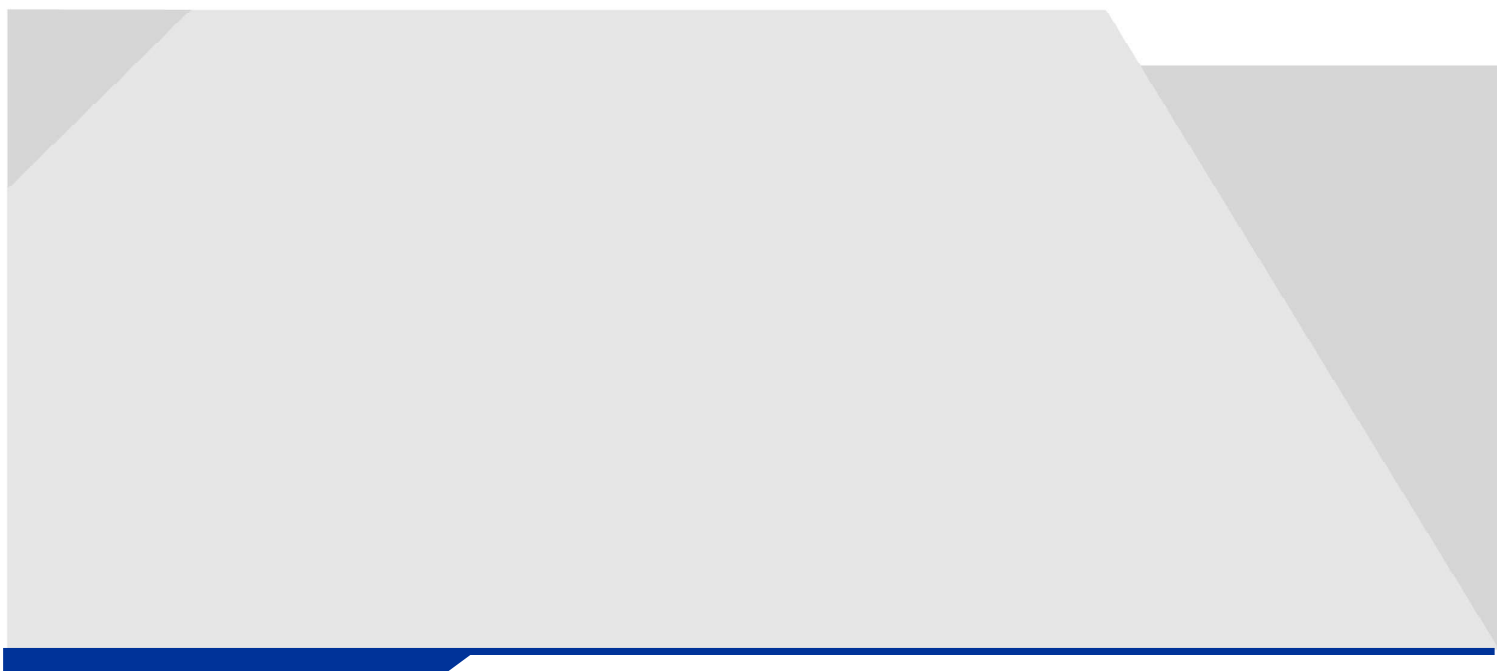
26-27 April 2016

-Report-

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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 this field is fast nowadays. For the stakeholders involved in the operational field and for the people participating in the process of building the border security capabilities to be connected with the newest developments ready to be deployed in the border control environment is a must. Knowing what are the Industry's/Academia's newest products/services/technologies/developments helps the 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.

In this regard, Frontex is organizing annually 2 meetings with Industry active in the domain of border control technologies.

The meetings are organized each year at the end of April/beginning of May and at the end of October/beginning of November. They will 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 will be organized in the framework of the procedure in place for meetings with Industry. During the meetings, the Industry will brief Frontex and MSs 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 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 meeting organized at the end of April/beginning of May will take into account the selected proposals sent during the period September previous year-February current year. The meeting organized at the end of October/beginning of November will consider the selected proposals sent by Industry during the period March-August the current year. Frontex experts will select a number of companies, out of the received proposals, for each meeting.

From Frontex side, experts with scientific, technical and operational background will attend. Starting with 2016, also the MSs border guard authorities are invited to attend.

The details of the meetings are announced to the Industry, each year in March and September respectively.

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

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**.

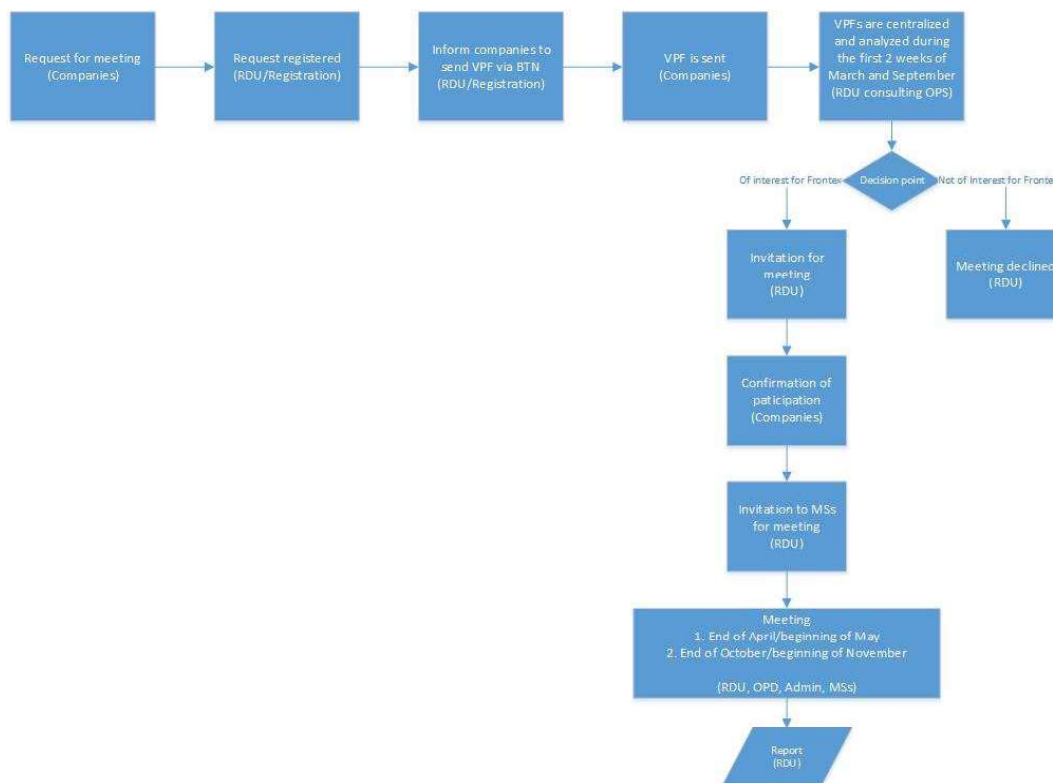


Fig. 1 Procedure for the meetings with Industry

The first meeting of 2016 took place on 26-27 April 2016. 12 companies (Annex 2) have been selected by OPD+RDU out of 24 Visit Proposal Forms received (Annex 1). They presented their portfolios (Annex 3-14) according to the attached agendas (Annex 15).

Participants (~ 53 persons-Annex 16):

- 20 experts from 13 Member States border guard authorities: Bulgaria, Denmark, Estonia, Finland, Greece, Italy, Latvia, Lithuania, Malta, Poland, Romania, Slovakia, Spain;
- 21 participants from Industry, representing 12 companies from: IS (Elbit, LiveU), USA+FR (Disaster Solutions+Morpho), CA (MDA), ES (FLIR, IECISA), FI (ICEYE), CH (Fast Protect), UK (Radio Tactics, Accenture Services), NL (AVD Solutions), PL (Cenrex);
- 12 Frontex staff (Research and Development Unit, Frontex Situation Centre, Land Border Sector).

Technologies that could be of interest at this moment for RDU and MSs:

- Elbit video surveillance system;
- FLIR video surveillance system;
- Cenrex communications relay;
- LiveU video transmission using 3G/4G channel bonding.

A demonstration in Slovakia is under discussion internally. It could feature:

- Elbit - deployable system (willing to do it);
- FLIR - deployable system (willing to do it);
- Cenrex - demonstrating a link between SK and PL Tetra systems (willing to do it);
- LiveU - used by Elbit to pass video to Sobrance (being discussed already between them).

At the end of the meeting a debriefing was organized with the MSs' representatives on the presented technologies and the usefulness of the event. They appreciated the meeting with Industry, mentioning in addition that demonstrations and practical tests/trials are considered even more useful.

Next meeting with Industry will take place at the beginning of November 2016.