## FW: Proposal from SENTIMED - request for feedback

	Wionday, October 26, 2015 17:02
Subject	FW: Proposal from SENTIMED - request for feedback
From	
То	Registration
Сс	HoRDU; director.capacitybuilding
Sent	Friday, January 16, 2015 16:44
	lleagues, ind underneath the reply to the email registered in Frontex with 136/07.01.2014. ards,
To:	iday, January 16, 2015 16:42  RE: Proposal from SENTIMED - request for feedback
Dear Mr	
Concern the full i that will results of the ever and acade the men	ou for your email. I wish you a successful and prosperous 2015. In your request, let me please inform you that Frontex priorities identified for this year require nvolvement of the limited amount of experts we have available in the processes and activities contribute to achieving the objectives set. Of course we will be pleased to be informed on the of your project. Please follow also our announcements published on Frontex webpage related to nts we organize, in the domain of border surveillance technologies/projects, and where industry demia is invited to apply for participation. This could be a good opportunity to meet experts of tioned domain and to discuss specific topics of interest for your project.
Best reg	ards,
Research a	and Development Unit · Capacity Building Division
From:	
	nday, January 04, 2015 13:42
To:	
	Re: Proposal from SENTIMED - request for feedback nce: High

First of all, please accept all my best and warmest wishes for 2015, to you and your family...

Dear Control

As you are may be aware, in last novembre, we had a various intrusifs mini drone flights over our nuclear power plants !!! We had initially our DRONE AVIOSTAT project with a payload of

400 Kg under développement. But, these incidents encouraged us, after a project review, to downsize our ambition by proposing from the beginning an airborne solution with 100 Kg payload capable to become a MINI AWACS against Mini Drone, able to detect, to intercept and to neutralize hostile mini drones. See the enclosed document. This a highly serious national security issues. That's why, In last December the French Government issued a FLASH RFP, closing February 3:

## $\frac{http://www.horizon2020.gouv.fr/cid85059/appel-a-projets-flash-par-l-a.n.r.-protection-de-zones-sensibles-vis-a-vis-des-drones-aeriens.html$

As you can see in the enclosed document, to start with, we proposing an airborne vehicle, with « plug and play payload » that can be useful not only by one user but by several of them. i.e. Frontex?

A consortium of future users is under formation. ONERA (Office National de Recherches Aérospatiales) will be leader for phase 1. See page 24.

Please note the DRONE AVIOSTAT existed and its exceptional flight capacity was demonstrated in early 80's. See:

## <u>www.airshipservices.fr/download/DINO\_FINAL\_iMovieProject.zip</u>

In case of problem to see this link, please let me know.

I believe it will be interesting for FRONTEX to participate also as a « user consortium » member in this project ?

Your travel expenses to Paris to participate in the meetings organized by ONERA will certainly be covered.

In this way we will be able to integrate from the beginning your eventual potential interests in order to optimize the performances of MANTA and its future génération for the over land and over see surveillance border.

Please confirm the reception of this mail and do not hesitate to contact me for further inquiries

With warmest regards,

NB: any feed back on the trial of « tethered balloon » + radar, carried in last October in Méditerranée ?

## FW: Workshop on 5 December

Monday, October 26, 2015

17:02

From Registration
Cc HoRDU; director.capacitybuilding
Friday, January 16, 2015 11:50

Dear colleagues,

Please find underneath the reply to: 596/14.01.2015.

Best regards,

Passarch and Dovel

Research and Development Unit · Capacity Building Division

From:

Sent: Friday, January 16, 2015 11:47

To:

Subject: Workshop on 5 December

Dear

Thank you for your email. I wish you a successful and prosperous 2015!
You didn't provide me the presentations, so we would be pleased to have them.
Regarding your proposal, let me please distribute it also to the participants of the workshop of 5
December (representatives of the Member States Border Guards Authorities and Frontex), and allow me to come back to you once I have any input. Thank you.

Best regards,

Research and Development Unit · Capacity Building Division Tel: +48 22 205 9631

From:

Sent: Sunday, January 04, 2015 10:39

To:

Subject: Workshop on 5 December

Dear

first of all I would like to wish you a New Year full of happiness, success and health.

By the way did I provide you with a copy of my presentation. If not, do you still needed?

Do you see a possibility to develop a pilot project with FRONTEX and /or one of the Member States using Simulation for analysis and planning of Border Security System (small sector or similar).

Do you see a possibility to continue the discussion on Capability Management? In your FRONTEX book Capability Management is very often mentioned and is of high importance.

Have a good start 2015 and I hope to hear from you. Best regards

IABG mbH Sitz der Gesellschaft: Ottobrunn, Registergericht: Amtsgericht München, HRB 5499 Geschäftsführung: Prof. Dr.-Ing. Rudolf F. Schwarz Vorsitzender des Aufsichtsrats: RA Engelbert Kupka MdL a.D.

## FW: Commercial offer from Sysnav

Monday, October 26, 2015 1

17:02

Subject	FW: Commercial offer from Sysnav
From	
То	Frontex
Cc	HoRDU; director.capacitybuilding
Sent	Monday, January 19, 2015 11:51

Dear colleagues,

Please send the following reply to the email no 650/15.01.2015. Thank you very much. Best regards,

"From: Frontex

To.

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

Dear Mr.

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

<u>http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</u> for further information. Best regards,

Frontex"

From:

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.

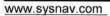
I stay at your full disposal to provide you with more information and answer any further question, and look forward to hearing from you with respect to when you are able to.

Best regards,

**SYSNAV** 

57 rue de Montigny

### 27200 Vernon



<sup>&</sup>quot;Ce courriel et tous les documents qui y sont attachés peuvent contenir des informations confidentielles. Toute distribution, divulgation, ou copie sans autorisation préalable de son émetteur est interdite,"

"This e-mail and any attached document may contain confidential or proprietary information. Any unauthorized disclosure, distribution or copying is prohibited,"

## Fwd: Request for a meeting at FRONTEX

Monday, October 26, 2015

Subject	Fwd: Request for a meeting at FRONTEX
From	
То	Registration
Sent	Thursday, January 15, 2015 12:49
Dear co	olleagues, please find underneath the continuation of the correspondence on this subject. Thank
	om my iPhone orwarded message:
F	rom:
	Date: 14 Jan 2015 16:24:57 CET
	To:
	Cc:
S	ubject: RE: Request for a meeting at FRONTEX
D	pear and the second
n	and I could come the 23rd of January in Warsaw for around 2-3 hours meeting.  Our Director of European Affairs, would like to take this opportunity to neet the executive director of FRONTEX Fabrice Leggeri.  Sould you please tell us if this is feasible?
ls	it also possible during the meeting to have an internet connection (WIFI)?
T	hank you for your help again and best regards,
	PC Project officer
N	Marketing and Business Development
_	
	Objet RE: Request for a meeting at FRONTEX
	Object the nequestrol a meeting at PROPER

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.

participate, but also the colleagues from the Frontex Situation Centre will be invited.

Best regards,

Research and Development Unit · Capacity Building Division

Tel:

From:
Sent: Tuesday, December 16, 2014 17:15

To:
Cc:
Subject: Request for a meeting at FRONTEX

Representatives of the Research and Development Unit and Sea Border Sector will

Dear dear

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,

I2C project officer
Marketing and Business Development

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

Think environment: Do you need to print message?

Ce courrier électronique, et éventuellement ses pièces jointes, peuvent contenir des informations confidentielles et/ou personnelles et a été envoyé uniquement à l'usage de la personne ou de l'entité citée ci-dessus. Si vous receviez ce courrier électronique par erreur, merci de bien vouloir en avertir l'expéditeur immédiatement par la réponse en retour à ce

courrier et effacer l'original et détruire toute copie enregistrée dans un ordinateur, ou imprimée ou encore sauvegardée sur un disque . Toute revue, retransmission ou toute autre forme d'utilisation de ce courrier électronique par toute autre personne que le destinataire prévue est strictement interdite.

L'internet ne permettant pas d'assurer l'intégrité de ce message, l'expéditeur décline toute responsabilité au cas où il aurait été intercepté ou modifié par quiconque.

This e-mail and possibly any attachment may contain confidential and/or privileged information and is intended only for the use of the individual or entity named above. If you have received it in error, please advise the sender immediately by reply e-mail and delete and destroy all copies including all copies stored in the recipient's computer, printed or saved to disk. Any review, retransmission, or further use of this e-mail by persons or entities other than the intended recipient is strictly prohibited.

Because of the nature of the Internet the sender is not in a position to ensure the integrity of this message, therefore the sender disclaims any liability whatsoever, in the event of this message having been intercepted and/or altered.

#### FRONTEX

www.frontex.europa.eu

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

## FW: Request for a meeting at FRONTEX

Subject FW: Request for a meeting at FRONTEX
From
To Registration
Cc HoRDU; director.capacitybuilding
Sent Wednesday, January 14, 2015 11:51

Monday, October 26, 2015

Dear colleagues,

Please find underneath the reply to the email registered in Frontex with 21559/17.12.2014. Best regards,



From:

Sent: Wednesday, January 14, 2015 11:47

Cc:

Subject: RE: Request for a meeting at FRONTEX

Dear

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,

Research and Development Unit  $\cdot$  Capacity Building Division

To:

From: Sent: Tuesday, December 16, 2014 17:15

**Subject:** Request for a meeting at FRONTEX

Dear

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,

I2C project officer
Marketing and Business Development

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

Think environment: Do you need to print message?

Ce courrier électronique, et éventuellement ses pièces jointes, peuvent contenir des informations confidentielles et/ou personnelles et a été envoyé uniquement à l'usage de la personne ou de l'entité citée ci-dessus. Si vous receviez ce courrier électronique par erreur, merci de bien vouloir en avertir l'expéditeur immédiatement par la réponse en retour à ce courrier et effacer l'original et détruire toute copie enregistrée dans un ordinateur, ou imprimée ou encore sauvegardée sur un disque. Toute revue, retransmission ou toute autre forme d'utilisation de ce courrier électronique par toute autre personne que le destinataire prévue est strictement interdite.

L'internet ne permettant pas d'assurer l'intégrité de ce message, l'expéditeur décline toute responsabilité au cas où il aurait été intercepté ou modifié par quiconque.

This e-mail and possibly any attachment may contain confidential and/or privileged information and is intended only for the use of the individual or entity named above. If you have received it in error, please advise the sender immediately by reply e-mail and delete and destroy all copies including all copies stored in the recipient's computer, printed or saved to disk. Any review, retransmission, or further use of this e-mail by persons or entities other than the intended recipient is strictly prohibited.

Because of the nature of the Internet the sender is not in a position to ensure the integrity of this message, therefore the sender disclaims any liability whatsoever, in the event of this message having been intercepted and/or altered.

## FW: Request for a meeting at FRONTEX

Monday, October 26, 2015 Subject FW: Request for a meeting at FRONTEX From Cc Registration Wednesday, March 04, 2015 15:05 Dear Please find below the reply to 694/15.01.2015. I think I forgot to send it to registration. Thank you. Best regards, Research and Development Unit · Capacity Building Division From: Sent: Friday, January 16, 2015 16:41 Subject: FW: Request for a meeting at FRONTEX For information – the reply I sent to DCNS. Thank you. Best regards, From: Sent: Friday, January 16, 2015 16:17 To: ( Subject: RE: Request for a meeting at FRONTEX Dear Thank you. I booked a meeting room for 23 January, from 10.30 to 13.30, to discuss on the I2C project. For the other meeting mentioned in your email, I would kindly suggest to disconnect it from the one we have on 23 January and I suggest you to make a separate formal request for such a meeting since the 2 meetings have a different nature and topics for discussion, but also due to the very tight time interval. Regarding the wifi connection, yes, we have it. Thank you very much and I am looking forward to meeting you and on 23 January.

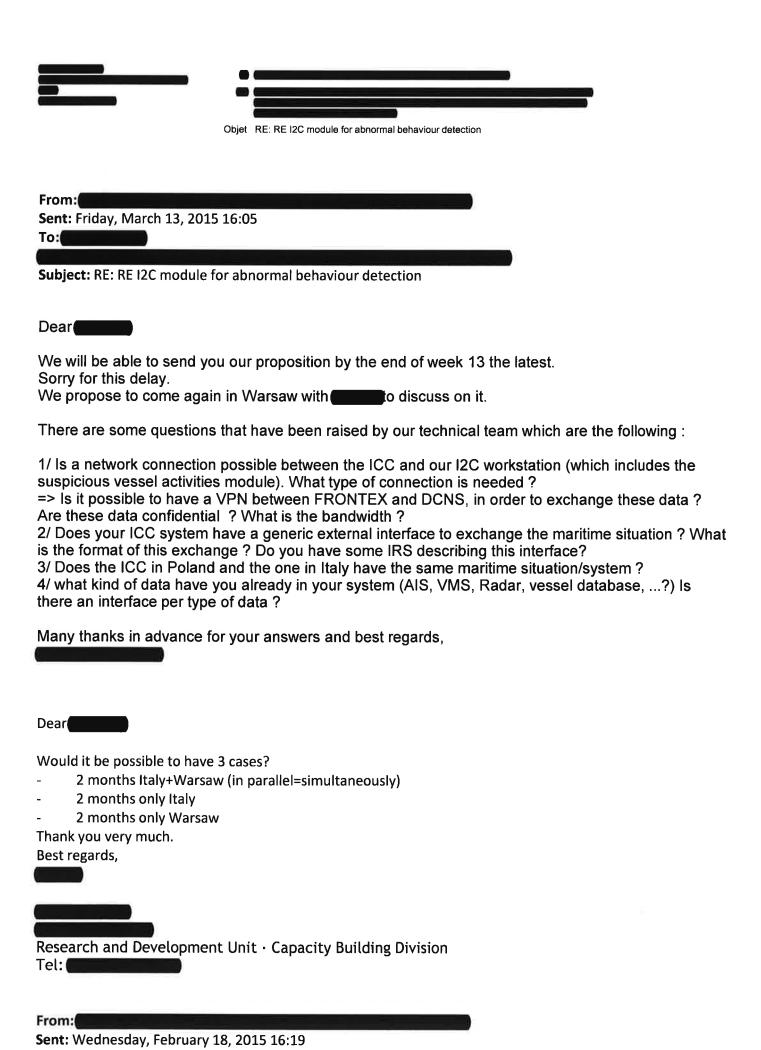
Research and Development Unit · Capacity Building Division

Best regards,

From:
Sent: Wednesday, January 14, 2015 16:25
To:
Subject: RE: Request for a meeting at FRONTEX
Dear Control of the C
Michel Morel and I could come the 23rd of January in Warsaw for around 2-3 hours meeting.
Our Director of European Affairs, 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,
I2C Project officer
Marketing and Business Development

## FW: RE I2C module for abnormal behaviour detection

Monday, October 26, 2015 Subject FW: RE I2C module for abnormal behaviour detection From To Registration Sent Thursday, March 26, 2015 12:32 **Attachments DCNS** research ... Dear colleagues, Just to inform on the continuation of the email 694/15.01.2015. Thank you. Best regards, Research and Development Unit · Capacity Building Division From: Sent: Thursday, March 26, 2015 12:16 Subject: RE: RE I2C module for abnormal behaviour detection Dear ( please find attached our proposal for the experimentation of I2C module for detecting vessel suspicious behaviour at FRONTEX. The original letter has been sent per post today as well, at your attention. We remain at your disposal to comment this proposal at FRONTEX in Warsaw at your convenience. With our best regards,





Subject: RE I2C module for abnormal behaviour detection

### Dear

thank you for this very good news.

In order to give you the most detailed answer, could you please tell us how long is it planned to test I2C module (several weeks or months) and if an installation is also needed in Warsaw or only in Italy?

Thank you in advance for your answer.

Kind regards,



Objet 12C module for abnormal behaviour detection

### Dear

After internal discussions, let me please confirm to you our intention to test the I2C module for detecting the vessels/boats abnormal behaviour. The final decision will be taken in the framework of the Frontex Directorate Meeting.

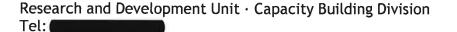
In order to give to the decision makers all the necessary elements for supporting the decisional process, I am kindly asking you to send us more details on what are the implications of such a testing, i. e. your requirements in terms of:

- Financial implications (budget needed to be allocated by Frontex);
- Legal/Logistical arrangements;
- Procedure;
- Data needed from us to feed the application;
- Infrastructure needed (e.g. communications), interfaces;
- Other details you consider important.

Our intention is to start with an installation and testing of the I2C module in one of our ICCs (International Coordination Centre), the most probable in Italy.

Thank you and I am looking forward to hearing from you. Best regards,





#### **FRONTEX**

#### www.frontex.europa.eu

Plac Europejski 6, 00-844 Warsaw, Poland · Tel: <u>+48 22 205 9500</u> · Fax: +48 22 205 9501 DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

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

Think environment: Do you need to print message?

Ce courrier électronique, et éventuellement ses pièces jointes, peuvent contenir des informations confidentielles et/ou personnelles et a été envoyé uniquement à l'usage de la personne ou de l'entité citée cidessus. Si vous receviez ce courrier électronique par erreur, merci de bien vouloir en avertir l'expéditeur immédiatement par la réponse en retour à ce courrier et effacer l'original et détruire toute copie enregistrée dans un ordinateur, ou imprimée ou encore sauvegardée sur un disque. Toute revue, retransmission ou toute autre forme d'utilisation de ce courrier électronique par toute autre personne que le destinataire prévue est strictement interdite.

L'internet ne permettant pas d'assurer l'intégrité de ce message, l'expéditeur décline toute responsabilité au cas où il aurait été intercepté ou modifié par quiconque.

This e-mail and possibly any attachment may contain confidential and/or privileged information and is intended only for the use of the individual or entity named above. If you have received it in error, please advise the sender immediately by reply e-mail and delete and destroy all copies including all copies stored in the recipient's computer, printed or saved to disk. Any review, retransmission, or further use of this e-mail by persons or entities other than the intended recipient is strictly prohibited.

Because of the nature of the Internet the sender is not in a position to ensure the integrity of this message, therefore the sender disclaims any liability whatsoever, in the event of this message having been intercepted and/or altered.

## FW: RE I2C module for abnormal behaviour detection

Monday, October 26, 2015 17:03

Subject	FW: RE I2C module for abnormal behaviour detection
From	
То	Registration
Sent	Monday, April 27, 2015 16:03
Dear colleagues, Just to inform on the continuation of the email 694/15.01.2015. Thank you. Best regards,	
Research a	and Development Unit · Capacity Building Division
From:	
Sent: Mo	onday, April 27, 2015 15:44
10.	
Subject:	RE: RE I2C module for abnormal behaviour detection
Dear	
identifie	ou for your email. Unfortunately the current budget of Frontex is already allocated for the d priorities, either planned or newly appeared due to the current challenges in the domain of migration, and at this moment there are no available funds that could be used for the test of nodule.
accordin a negotic informat	on, even if funds could potentially be identified for such a testing, the budget requested g to your proposal is much higher than the maximum threshold for which Frontex could initiate ated procedure with a single supplier/service provider or with at least 3 candidates. For more ion on the threshold amounts, please refer to: <a href="http://frontex.europa.eu/about-procurement/general-information/">http://frontex.europa.eu/about-procurement/general-information/</a> .
behavior	er, we were informed that also other companies developed modules for identifying suspicious of boats. In this case and taking into account the guiding principles of specific legislation, a cional approach from our side cannot be accepted.
	elements corroborated with the European legislation in the field of public procurement oblige retfully decline your proposal.
Thank yo	ou very much for your understanding.
Best rega	ards,
Research a Tel:	nd Development Unit · Capacity Building Division
From:	ursday, March 26, 2015 12:16

То:
Subject: RE: RE I2C module for abnormal behaviour detection
Dear (Control of the Control of the
please find attached our proposal for the experimentation of I2C module for detecting vessel suspicious behaviour at FRONTEX.
The original letter has been sent per post today as well, at your attention.
We remain at your disposal to comment this proposal at FRONTEX in Warsaw at your convenience.
With our best regards,

Subject FW: Further communication from PHU Telsat re posible visit proposal
From
To Frontex
Cc HoRDU; director.capacitybuilding
Sent Wednesday, March 18, 2015 16:25

Dear colleagues,

May I kindly ask you to send the following reply to 841b/17.03.2015. Thank you. Best regards,

"From: Dear Mrs. Dear Mrs.

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, Frontex"

From: PHU TELSAT

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 avaible at <a href="http://btn.frontex.europa.eu/form/visit-proposal-form">http://btn.frontex.europa.eu/form/visit-proposal-form</a>. 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,

## FW: Contact for land border security within FRONTEX

Monday, October 26, 2015 17:03

Subject FW: Contact for land border security within FRONTEX
From Registration
Cc HoRDU; director.capacitybuilding
Sent Friday, January 30, 2015 17:00

Dear colleagues,

Please find underneath the reply to the email no 907/19.01.2005.

Best regards,

Sent: Friday, January 30, 2015 16:57

Subject: RE: Contact for land border security within FRONTEX

Dear

Thank you for your email and I apologize for the delay in answering to you, due to a busy schedule.

My colleagues working in the operational domain are occupied with the operational tasks and they would prefer me to be the interface for topics related to research. In this regard, if you have specific questions, please address them to me. I will discuss them internally and come back to you.

Concerning the challenges you mentioned, the following identified ones could be taken into account:

- The ever increasing number of people coming to the EU poses a challenge of having less time for the entire process of person
  identity verification and document authentication, and efficiently detecting the ones which should undergo a more thorough
  check.
- 2. Surveillance of certain types of borders cannot be done effectively without the deployment of non-stationary equipment. This is mainly due to either: a) high vulnerability of the specific border, b) terrain topography and weather conditions, and c) lack of basic infrastructure (e.g., roads, electricity, etc.).
- 3. An ever increasing demand for exchanging border security related information of various kinds at the EU-level poses a challenge in terms of: a) making existing systems interoperable, b) willingness to share information across the sectors and borders, (c) having a common understanding of the content to be shared
- 4. The ever growing amount of heterogeneous border security related data stemming from different sources (e.g. sensors) of varying reliability makes it difficult to efficiently process, analyze, fuse and convert it into actionable knowledge

Let me please recommend to you also the public documents elaborated by Frontex, which address the challenges requested by you:

- FRAN (Frontex Risk Analysis Network) Quarterly (Q1 and Q2 2014).
- WB ARA 2014 Western Balkans Annual Risk Analysis
- EB ARA 2014 Eastern European Borders Annual Risk Analysis
- ARA 2014 -Annual Risk Analysis

On the other hand please take into consideration that the responsibility for the control and surveillance of external borders lies with the Member States. On these lines you can contact also the specific authorities responsible for border control. For more information related to the mentioned authorities please refer to the Frontex website at:

http://frontex.europa.eu/partners/national-authorities/. Also be aware that your colleague — participant in the Workshop on border checks FP7 projects (23 May) met with and has the contacts (which were shared among the participants) of the representatives of the MSs border guard authorities (and eu-LISA) present in the mentioned workshop.

You asked also some details regarding the "Smart Borders Package". It was proposed by the Commission in February 2013 and follows the European Commission (EC) Communication of February 2008 suggesting the establishment of an Entry/Exit System (EES) and a Registered Traveller Programme (RTP). The Smart Borders Package consists of three legislative proposals. It aims to improve the management of the external borders of the Schengen Member States (MS), manage irregular immigration and provide information on overstayers, as well as facilitate border crossings for pre-vetted frequent third country national (TCN) travellers.

In order to further assess the technical, organisational and financial impacts of the various possible ways to address these issues, the Commission subsequently initiated – with the support of both co-legislators – a proof of concept exercise aimed at identifying options for implementing the Smart Borders package. This exercise consists of two stages:

- 1. A Commission-led Technical Study aimed at identifying and assessing the most suitable and promising options and solutions. Based on this Study, the options and solutions to be tested through a pilot project are identified.
- 2. A Pilot project to be entrusted to the Agency for the Operational Management of large-scale IT Systems in the area of Freedom, Security and Justice (eu-LISA), aimed at verifying (in 2015) the feasibility of the options identified in the Technical Study and validating the selected concepts for both automated and manual border controls.

Other details and contacts are available also on eu-LISA's website, at

 $\underline{http://www.eulisa.europa.eu/Newsroom/PressRelease/Pages/Delegation-Agreement-on-Smart-Borders-Pilot.aspx.}$ 

Hoping that the above mentioned pieces of information will help you in your research work dedicated to border security, Best regards,

Research and Development Unit · Capacity Building Division Sent: Tuesday, January 27, 2015 11:53 Subject: RE: Contact for land border security within FRONTEX

Dear

I hope you are doing fine in this busy period.

Could you please share with me some of your contacts in land border security as we discussed over the phone?

That would be great!

Many thanks in advance for your response.

Kind regards,

Sent: mardi 13 janvier 2015 17:35

Subject: Contact for land border security within FRONTEX

Dear

Many thanks for calling me back, it was great having some news. All the best with the reallocation, moving offices and busy January!

As I mentioned to you on the phone, I currently work on building research projects dealing with land border security within the EU/Schengen area.

I wish to better understand challenges Europe faces today, and make sure research meet end-users needs and constraints.

In order to do so, could you please share with me some of your contacts I could discuss with? You mentioned FRONTEX land border sector, that would be a great start!

You also mentioned a colleague working on ABCs (within FRONTEX?) and the new EU Lisa Agency I could contact to get their understanding of the great picture but also concerning "smart borders". Any other suggestion is welcome of course!

I very much thank you in advance for your response and time, have a nice evening,

From:

Sent: vendredi 9 janvier 2015 16:22

Subject: Contact for land border security within FRONTEX

Hello

I hope you have been doing fine since our last meeting at the ED4BG in May!

My best wishes to you, hoping 2015 will bring you happiness and success from both a professional and a personal point of view.

On the other hand, would you have a minute for a brief phone call next week? Indeed, I would like to discuss with you some border security issues for 2015 and FRONTEX's contacts I could make to ensure research meets end-users in this field.

Many thanks in advance for your response and happy new year!

Best regards,



Please click on the picture above to view the e-card. In case the picture does not display please use the link <a href="http://www.arttic.eu/wishes/2015/">http://www.arttic.eu/wishes/2015/</a>

ARTTIC

58A rue du Dessous des Berges F – 75013 Paris

Tel:

www.arttic.eu

Follow us on Twitter: twitter.com/ARTTIC RTD

## H2020 projects

Monday, October 26, 2015

17:03

Subject **H2020 projects** 

From

Frontex

Τo Cc

HoRDU; director.capacitybuilding

Sent

Tuesday, January 27, 2015 11:37

Dear colleagues,

Please send the following reply to the email no.1271/26.01.2015. Thank you very much. Best regards,

"From:

Subject: H2020 projects

Dear Mr.

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 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 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, Frontex"

From:

Sent: 26 January 2015 15:19

To: Frontex

Subject: H2020 projects?

Could you tell me whether Frontex is able to participate as a partner in a consortium in EC-funded Horizon 2020 projects? And, if so, is there someone whom I could e-mail with a proposal for a consortium?

Thank you. Kind regards.

Trilateral Research

London

www.trilateralresearch.com

## FW: FRONTEX - Meeting with Airbus Helicopters

Monday, October 26, 2015 17:03

Subject FW: FRONTEX - Meeting with Airbus Helicopters

From Registration

Sent Friday, March 27, 2015 16:03

Dear Colleagues,

Please register.

Best regards,

De :

Envoyé: mercredi 18 mars 2015 18:03

Objet: RE: FRONTEX - Meeting with Airbus Helicopters

Monsieur le Directeur,

I make reference to my email below.

Let me please kindly remind our motivation to have the opportunity to meet with you in view of our greater awareness on FRONTEX missions and related expectations.

Looking forward to hearing back from you.

Salutations distinguées



28 avenue Marnix 1000 Bruxelles



Envoyé: mardi 3 mars 2015 21:55

**Objet:** FRONTEX - Meeting with Airbus Helicopters

To the attention of FRONTEX Executive Director - Mr Fabrice LEGGERI

Dear Mr Leggeri,

Let me first introduce myself. I represent in Brussels the rotorcraft manufacturer Airbus

Helicopters to the European institutions. As you may be aware of, Airbus Helicopters is part of the leading European aeronautics conglomerate Airbus Group.

Airbus Helicopters is a genuinely European rotorcraft manufacturer with its main industrial sites located in France, Spain and Germany.

It has developed a large range of services and turnkey modular support packages in view of allowing for further development of capacities on external theatres.

However, given the large potentialties of helicopters (utility, medevac, transport, search & rescue, border control, etc.) the perception of Airbus Helicopters is that contribution of rotary-wing could be optimized much further to support the operational needs of the European Commission and of its agencies.

In this regard, I would be grateful, with my colleagues in copy, should you accept to meet us, at your convenience in Brussels or Warsaw.

We would be much interested to have your vision on how FRONTEX agency intends to develop its missions together with the Member States. Particularly in the field of maritime surveillance and illegal migration where we believe helicopters are supposed to be instrumental. Globally, we would highly appreciate to have your recommendation on how helicopter services could be further used.

On this occasion we would be pleased to have the opportunity to further introduce the specifics of our company.

On our side we would be available for a meeting by end of March.

Please kindly say whether our initiative can receive your acceptance.

Looking forward to hearing back fron you.

Yours sincerely

Airbus Helicopters Brussels Vice-President European Affairs

# FW: FRONTEX - Meeting with Airbus Helicopters (May 06-07 2015)

Monday, October 26, 2015 17:03

Subject	EW FRONTSY Manufacture with Alich and the control of the control o
From	FW: FRONTEX - Meeting with Airbus Helicopters (May 06-07 2015)
Cc	Registration
Sent	Thursday, April 16, 2015 09:02
Dear Please find underneath the continuation of the email exchange with Airbus helicopters. I answered to them according to the procedure, but they replied back. I will prepare a proposal for answer soon. All he best,	
Research and Development Unit · Capacity Building Division Tel:  From: Sent: Monday, April 13, 2015 08:17 To: Subject: RE: FRONTEX - Meeting with Airbus Helicopters (May 06-07 2015)	
Dear Mr	
Thank you very much for taking the time to acknowledge, and to inform about the Frontex procedures for meeting with the industry. It is well understood, I have well noted the next opportunity of October 2015.	
For the sake of clarity, on top of my original request to meet with Frontex, there is the need at first to understand <u>how generally the agency meets contractually its operational requirements</u> . It is a priority which stands over any marketing consideration of Airbus Helicopters.	
	y, should Frontex have no owned-assets but preferably pools those of the Member States, it hat Airbus Helicopters has first to get closer to national authorities(?)
-	ground, before deciding to revert to Frontex for any meeting in October, I will seek for further tion on the operational relationship between Frontex and the EU Member States.
Many th	anks again for your appreciated answer.
Best regards	
Airbus G	Group Brussels
De :	: mardi 7 avril 2015 16:27

**Objet:** FRONTEX - Meeting with Airbus Helicopters (May 06-07 2015)

Dear Mr.

Thank you for your emails of March and April 2015, concerning a possible meeting with Frontex representatives. They have been passed on to me for further handling.

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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/beginning of April (the registration is closed and the meeting already set up) 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.

Let me please also inform you that for the meeting already set up for 9 April, one of the participating companies is Airbus Defence and Space-Germany (Military Aircraft Services) which will be represented by the VP Border Security/Integrated Systems and the Sales Director.

Thank you for your understanding.

Best regards,

Research and Development Unit · Capacity Building Division
Tel:

Sent: 07 April 2015 07:52
To:
Cc:
Subject: FRONTEX - Meeting with Airbus Helicopters (May 06-07 2015)

Please let me get back to you on the subject.

For your information, I will be – with my colleague in copy - in Warsaw <u>next May consecutively on Wednesday 06<sup>th</sup> (afternoon) and Thursday 07<sup>th</sup> (all day).</u>

Could please kindly advise whether it would be feasible to have a short meeting with FRONTEX representatives. The objective would be for us to gain a greater understanding on the agency's priorities and its contractual relationship with the EU Member States to perform its missions.

Thanks again for your assistance and feed-back.

Best regards

Dear 🔚



28 avenue Marnix 1000 Brussels



De : (

Envoyé: mardi 3 mars 2015 21:55

**Objet:** FRONTEX - Meeting with Airbus Helicopters

To the attention of FRONTEX Executive Director - Mr Fabrice LEGGERI

Dear Mr Leggeri,

Let me first introduce myself. I represent in Brussels the rotorcraft manufacturer Airbus Helicopters to the European institutions. As you may be aware of, Airbus Helicopters is part of the leading European aeronautics conglomerate Airbus Group.

Airbus Helicopters is a genuinely European rotorcraft manufacturer with its main industrial sites located in France, Spain and Germany.

It has developed a large range of services and turnkey modular support packages in view of allowing for further development of capacities on external theatres.

However, given the large potentialties of helicopters (utility, medevac, transport, search & rescue, border control, etc.) the perception of Airbus Helicopters is that contribution of rotary-wing could be optimized much further to support the operational needs of the European Commission and of its agencies.

In this regard, I would be grateful, with my colleagues in copy, should you accept to meet us, at your convenience in Brussels or Warsaw.

We would be much interested to have your vision on how FRONTEX agency intends to develop its missions together with the Member States. Particularly in the field of maritime surveillance and illegal migration where we believe helicopters are supposed to be instrumental. Globally, we would highly appreciate to have your recommendation on how helicopter services could be further used.

On this occasion we would be pleased to have the opportunity to further introduce the specifics of our company.

On our side we would be available for a meeting by end of March.

Please kindly say whether our initiative can receive your acceptance.

Looking forward to hearing back fron you.

Yours sincerely

Airbus Helicopters Brussels

FRONTEX

www.frontex.europa.eu

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

[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  ${\bf Research}$  and  ${\bf Development}$   ${\bf Unit}.$ 

## Fwd: Contact

Monday, October 26, 2015 17:03

Subject Fwd: Contact

From Registration

Sent Wednesday, April 22, 2015 17:34

Dear colleagues, May I ask you to register the underneath email. Thank you. Best regards,

Sent from my iPhone Begin forwarded message:

Date: 22 Apr 2015 16:32:03 CEST
To:
Subject: Contact

my name is I'm the Vicepresident in charge of law enforcement segment globally at Agusta Westland (Finmeccanica Group), leading company in the Helicopters Industry.

This brief email is just to kindly ask your availability for a meeting in Warsaw in the first half of May, with the main aim to share our vision about how the capability of law enforcement forces can be enhanced by the platforms that we design, manufacture and serve world wide.

It will not be however a technical presentation about our products, but a kind of small workshop about how we can support missions and day by day operations of EU national programs, taking the occasion also to establish an open discussion with Frontex and support you with our best commitment and our knowledge: a mutually valuable dialogue path, transparently and in full favor of the evolutionary homeland security requirements of EU borders and countries. On our side a deeper understanding of some specific funding topics/logics would help us in our actions on each single European Country.

AW recognized and strategized for the changing market dynamic in the Law Enforcement segment with a more proactive stance on Police and Border Guards aviation needs. Intertwined into the broad definition of Homeland Security is stronger the recognition of Border Protection, Law Enforcement Response, Surveillance and Disaster Relief needs. AW has enhanced in the last years its product portfolio towards inherent high performance, multi-role capable and flexible platforms with a major focus on the law enforcement segment.

I received your contact by our executive for the EU agencies in Brussels, Mr. here in cc.; the request is for 30/60 minutes of your precious time for a first informal meeting either in our Warsaw offices or at your premises at your best convenience.

Please, do not hesitate to contact me directly, should you need any further clarification about Agusta Westland and/or to better focus our visit scope. My mobile phone is

Thank you in advance for your kind availability,

#### Best regards,







Via Giovanni Agusta, 520 Cascina Costa - VA - Italy - Fax www.agustawestland.com



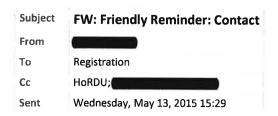
Please consider the environment before printing this email.

This transmission is strictly confidential and intended solely for its addressee. If you are not the intended addressee please return to sender immediately; you should destroy this email and any use, disclosure or copying is not authorized and may be illegal. The information contained in this E-Mail and any subsequent correspondence may be subject to Export Control rules and its misuse could be a criminal offence in some jurisdictions. This transmission is not intended nor to be construed to impose any legally binding obligation upon the organization from which it originates ("the Company") and/or any of its subsidiaries or associated companies, none of which gives any representation or warranty as to the accuracy or completeness of this transmission's contents. No liability shall be assumed to any person resulting from the use of any information contained in this transmission or to any person who acts or omits to do anything in reliance upon it. For legally required Company information go to <a href="http://www2.agustawestland.com/legal">http://www2.agustawestland.com/legal</a> entity.html

## FW: Friendly Reminder: Contact

Monday, October 26, 2015

17:04



Dear colleagues, Please register. Thank you. Best regards,

As I know, the first email was distributed to the Pooled Resources Unit which was tasked to answer. I don't know if the reply has been already sent by the PRU to the company.

Best regards,

made in

Sent: Wednesday, May 13, 2015 15:09

To:

Subject: Friendly Reminder: Contact

Importance: High

Dear Mr

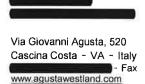
Please let me take once more your kind attention on the request herein below. It would be really important for us (as Agusta Westland and Finmeccanica) to have the opportunity to share with Frontex some contents about the law enforcement in Europe from an Industry/EU perspective; we are really thinking about a mutually valuable dialogue path, not a sales presentation. On our side a deeper understanding of some specific funding topics/logics would really help us in our actions on each single European Country.

Looking forward to receiving a feedback from yours.

Best regards,









Please consider the environment before printing this email.

This transmission is strictly confidential and intended solely for its addressee. If you are not the intended addressee please return to sender immediately; you should destroy this email and any use, disclosure or copying is not authorized and may be illegal. The information contained in this E-Mail and any subsequent correspondence may be subject to Export Control rules and its misuse could be a criminal offence in some jurisdictions. This transmission is not intended nor to be construed to impose any legally binding obligation upon the organization from which it originates ("the Company") and/or any of its subsidiaries or associated companies, none of which gives any representation or warranty as to the accuracy or completeness of this transmission's contents. No liability shall be assumed to any person resulting from the use of any information contained in this transmission or to any person who acts or omits to do anything in reliance upon it. For legally required Company Information go to <a href="http://www.agustawestland.com/legal">http://www.agustawestland.com/legal</a> entity.html

From: Sent: mercoledì 22 aprile 2015 16:32
То:
Subject: Contact Importance: High
Dear Mr
my name is the common of the Vicepresident in charge of law enforcement segment globally at Agusta Westland (Finmeccanica Group), leading company in the Helicopters Industry.
This brief email is just to kindly ask your availability for a meeting in Warsaw in the first half of May, with the main aim to share our vision about how the capability of law enforcement forces can be enhanced by the platforms that we design, manufacture and serve world wide.
It will not be however a technical presentation about our products, but a kind of small workshop about how we can support missions and day by day operations of EU national programs, taking the occasion also to establish an open discussion with Frontex and support you with our best commitment and our knowledge: a mutually valuable dialogue path, transparently and in full favor of the evolutionary homeland security requirements of EU borders and countries. On our side a deeper understanding of some specific funding topics/logics would help us in our actions on each single European Country. AW recognized and strategized for the changing market dynamic in the Law Enforcement segment with a more proactive stance on Police and Border Guards aviation needs. Intertwined into the broad definition of Homeland Security is stronger the recognition of Border Protection, Law Enforcement Response, Surveillance and Disaster Relief needs. AW has enhanced in the last years its product portfolic towards inherent high performance, multi-role capable and flexible platforms with a major focus on the law enforcement segment.
I received your contact by our executive for the EU agencies in Brussels, Mr here in cc.; the request is for 30/60 minutes of your precious time for a first informal meeting either in our Warsaw offices or at your premises at your best convenience.
Please, do not hesitate to contact me directly, should you need any further clarification about Agusta Westland and/or to better focus our visit scope. My mobile phone is
Thank you in advance for your kind availability,
Best regards,

# FW: Follow up: Request for a meeting from Agusta Westland

Monday, October 26, 2015 17:04

Subject	FW: Follow up: Request for a meeting from Agusta Westland	
From		
То	Frontex	
Сс		
Sent	Friday, May 15, 2015 10:34	
Dear col	leagues,	
Please fo	orward the message below to the following e-mail address	
Subsequ	end the message only on behalf of Frontex and do not put Cc anybody.  ently, forward me the already sent answer and put Cc	
and	<u>eu</u>	
Dear Mr		
	First of all thank you for your interest to Frontex activities and your willingness to contribute to the European efforts at the external borders of EU.	
Please, be informed that in case of need of any specific equipment Frontex follows the financial procedure and procurement rules applicable in the European Commission by launching of different kind of Tender Procedures for acquisition of the necessary equipment or services.		
about th Europea	I would like to encourage you to follow Frontex official web site <a href="www.frontex.europa.eu">www.frontex.europa.eu</a> for information about the tender procedures launched by Frontex, as well as the publications in Official Journal of the European Union <a href="http://publications.europa.eu./official/index">http://publications.europa.eu./official/index</a> en.htm where all the tenders launched by the European Institutions are announced.	
Finally, I would like to inform you that we keep records of your proposal and we will contact you if the need be.		
With kind regards,		
From:	com]	
Sent: We	dnesday, May 13, 2015 15:09	
10.		
Subject:	Friendly Reminder: Contact	
Importance: High		

Dear Mr

Please let me take once more your kind attention on the request herein below. It would be really important for us (as Agusta Westland and Finmeccanica) to have the opportunity to share with Frontex some contents about the law enforcement in Europe from an Industry/EU perspective; we are really thinking about a mutually valuable dialogue path, not a sales presentation. On our side a deeper understanding of some specific funding topics/logics would really help us in our actions on each single European Country.

Looking forward to receiving a feedback from yours.

Best regards,







www.agustawestland.com



Please consider the environment before printing this email.

This transmission is strictly confidential and intended solely for its addressee. If you are not the intended addressee please return to sender immediately; you should destroy this email and any use, disclosure or copying is not authorized and may be illegal. The information contained in this E-Mail and any subsequent correspondence may be subject to Export Control rules and its misuse could be a criminal offence in some jurisdictions. This transmission is not intended nor to be construed to impose any legally binding obligation upon the organization from which it originates ("the Company") and/or any of its subsidiaries or associated companies, none of which gives any representation or warranty as to the accuracy or completeness of this transmission's contents. No liability shall be assumed to any person resulting from the use of any information contained in this transmission or to any person who acts or omits to do anything in reliance upon it. For legally required Company Information go to <a href="http://www.agustawestland.com/legal">http://www.agustawestland.com/legal</a> entity.html

2015 16:32 To:

**Subject:** Contact **Importance:** High

Dear Mr

mame is a l'm the Vicepresident in charge of law enforcement segment globally at Agusta Westland (Finmeccanica Group), leading company in the Helicopters Industry.

This brief email is just to kindly ask your availability for a meeting in Warsaw in the first half of May, with the main aim to share our vision about how the capability of law enforcement forces can be enhanced by the platforms that we design, manufacture and serve world wide.

It will not be however a technical presentation about our products, but a kind of small workshop about how we can support missions and day by day operations of EU national programs, taking the occasion also to establish an open discussion with Frontex and support you with our best commitment and our knowledge: a mutually valuable dialogue path, transparently and in full favor of the evolutionary homeland security requirements of EU borders and countries. On our side a deeper understanding of some specific funding topics/logics would help us in our actions on each single European Country.

AW recognized and strategized for the changing market dynamic in the Law Enforcement segment with a more proactive stance on Police and Border Guards aviation needs. Intertwined into the broad definition of Homeland Security is stronger the recognition of Border Protection, Law Enforcement Response, Surveillance and Disaster Relief needs. AW has enhanced in the last years its product portfolio towards inherent high performance, multi-role capable and flexible platforms with a major focus on the law enforcement segment.

I received your contact by our executive for the EU agencies in Brussels, Mr. here in cc.; the request is for 30/60 minutes of your precious time for a first informal meeting either in our Warsaw offices or at your premises at your best convenience.

Please, do not hesitate to contact me directly, should you need any further clarification about Agusta Westland and/or to better focus our visit scope. My mobile phone is

Thank you in advance for your kind availability,

Best regards,

# FW: Participation and Counselling in H2020 Call

Monday, October 26, 2015 17:04

Subject FW: Participation and Counselling in H2020 Call From To Registration Сс director.capacitybuilding; HoRDU Sent Wednesday, July 08, 2015 17:47 Dear colleagues, For information – the reply to 8740/29 May 2015. Best regards, Research and Development Unit · Capacity Building Division From: Sent: Wednesday, July 08, 2015 17:35 Subject: Participation and Counselling in H2020 Call Dear Mr. Thank you for your email. It was forwarded to me for further handling. 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, in your project activities as advisor or as (representative of) end-user(s). Please be also informed that 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. Thank you very much for your understanding. Best regards,

From:

Sent: 28 May 2015 17:05

Research and Development Unit · Capacity Building Division

To:

Subject. I articipation and counselling in 112020 Call
Dear Mr.
I have received your email adress from whom I met during a conference in Spring.
We are currently writing a proposal and forming a consortium for a project in the open Horizon 2020 Border Security And External Security call (H2020-BES-2015). We are in need of a partner who could provide some inside information on the actual EU missions and counselling with respect to the radar technology we are proposing to develop.
Would you or your colleagues be interested and available to join the consortium or possibly support in with a Letter-of-Intent? If not, who would be the right persons at your organisation to contact for this topic?
Thanks in advance for your help and support!
Best regards
DrIng. Head of department
Antenna Technology and Electromagnetic Modelling  Fraunhofer Institute for High Frequency Physics and Radar Techniques FHR
Fraunhoferstraße 20   53343 Wachtberg   Germany
Phone Fax -521
www.fhr.fraunhofer.de

# FW: Frontex at le Bourget Paris airshow

Monday, October 26, 2015 Subject FW: Frontex at le Bourget Paris airshow From To Registration Monday, June 08, 2015 08:47 Sent Management Board secretariat coordinator From: Sent: 04 June 2015 18:22 Subject: Frontex at le Bourget Paris airshow Dear Ms If you remember we already tried to organize a visit of the general (SAFRAN) to the previous Frontex Executive Director. This is why I directly contact you. I understand that the new Executive Director is visiting the le Bourget Paris Airshow june 19th. We would be very interested if a meeting between Fabrice Leggeri and Safran (especially Morpho and Sagem) could be organized at this occasion. Could you please tell me if there is a chance for that. I remain of course at your disposal in order to make it possible Best regards, Safran, EU Affairs

"Ce courriel et les documents qui lui sont joints peuvent contenir des informations confidentielles, être soumis aux règlementations relatives au contrôle des exportations ou ayant un caractère privé. S'ils ne vous sont pas destinés, nous vous signalons qu'il est strictement interdit de les divulguer, de les reproduire ou d'en utiliser de quelque manière que ce soit le contenu. Toute exportation ou réexportation non autorisée est interdite. Si ce message vous a été transmis par erreur, merci d'en informer l'expéditeur et de supprimer immédiatement de votre système informatique ce courriel ainsi que tous les documents qui v sont attachés."

"This e-mail and any attached documents may contain confidential or proprietary information and may be subject to export control laws and regulations. If you are not the intended recipient, you are notified that any dissemination, copying of this e-mail and any attachments thereto or use of their contents by any means whatsoever is strictly prohibited. Unauthorized export or re-export is prohibited. If you have received this email in error, please advise the sender immediately and delete this e-mail and all attached documents from your computer system."

# FW: Request from Safran company for a conference call with ED, re to 9039

Monday, October 26, 2015 17:04

Subject	FW: Request from Safran company for a conference call with ED, re to 9039
From	
То	Registration
Cc	HoRDU; director.capacitybuilding
Sent	Wednesday, September 23, 2015 10:08
Dear coll May I kir	leagues, adly ask you to send the following reply to 9039a/17.09.2015. Thank you. Best regards
"From	
Subject:	Fabrice Leggeri's PA
Dear Mr	

Thank you for your email of 14 September 2015. Let us please inform you that previous correspondence has been exchanged in June 2015 with Mr. (Safran, EU Affairs, VP Space Security Defence), and Frontex Executive Director, Mr. Fabrice Leggeri visited the Safran Hall during the Le Bourget Paris Airshow 2015.

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

In addition, 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 projects/developments relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>.

Best regards,

Frontex"

From: Registration

**Sent:** 17 September 2015 11:33 **To:** director.capacitybuilding

Cc: HoRDU

Subject: FW: Request from Safran company for a conference call with ED, re to 9039

Importance: High

Responsible Organisation:

Remark:

Cc:

Remark for staff member: BAU (please refer to previous correspondence with the company and note that ED visited the Safran Hall in Paris Le Bourget exhibition in 2015)

Reference:

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 17 September 2015 11:30

To: Registration

Cc:

Subject: FW: Request from Safran company for a conference call with ED, re to 9039

Importance: High

Dear Colleagues,

This tasking has been changed from Executive Advisor / Executive Assitant to DCBD/RDU. This and similar invitations from the industry, commercial offers and inquiries are dealt with by in a uniformed way.

The companies contacting Frontex (either addressing specific persons or sending general e-mails) are advised to refer to the webpage where the procedure is described in detail: http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF.

Best regards,



From: Registration

Sent: 14 September 2015 12:08

To:

Subject: Request from Safran company for a conference call with ED, re to 9039

Importance: High

Date: 14.09.2015		Reg.No: 9039a	
Responsible Organisation:	Cc:		
Remark: Related to 9039			Deadline:
Remark for staff member:			
Reference:			

**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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from

From:

Sent: 14 September 2015 11:44

To: Frontex

Subject: Fabrice Leggeri's PA

Importance: High

Dears Sirs,

I would like to get in touch with Mr Leggeri's PA, in order to arrange a conference call with Morpho, about our European projets.

Could you please send me a contact details please?

Thanks and regards

Security Division

Morpho - 11, boulevard Gallieni 92445 Issy-Les-Moulineaux Cedex - FRANCE





" This e-mail and any attached documents may contain confidential or proprietary information. If you are not the intended recipient, you are notified that any dissemination, copying of this e-mail and any attachments thereto or use of their contents by any means whatsoever is strictly prohibited. If you have received this e-mail in error, please advise the sender immediately and delete this e-mail and all attached documents from your computer system." #

[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.

# Fabrice Leggeri's PA

17:04

Monday, October 26, 2015

Subject	Fabrice Leggeri's PA
From	
То	Frontex
Sent	Monday, September 14, 2015 11:43

Dears Sirs,

I would like to get in touch with Mr Leggeri's PA, in order to arrange a conference call with Morpho, about our European projets.

Could you please send me a contact details please?



ŧ

#

<sup>&</sup>quot;This e-mail and any attached documents may contain confidential or proprietary information. If you are not the intended recipient, you are notified that any dissemination, copying of this e-mail and any attachments thereto or use of their contents by any means whatsoever is strictly prohibited. If you have received this e-mail in error, please advise the sender immediately and delete this e-mail and all attached documents from your computer system."

# Frontex Presentation

Monday, October 26, 2015 17

Subject	Frontex Presentation
From	
То	Frontex
Сс	
	Tuesday, June 30, 2015 10:38

### Dear Sirs.

Selex ES, a Finmeccanica company, is an international leader in electronic and information technologies for defence systems, aerospace, data, infrastructures, land security and protection and sustainable 'smart' solutions.

In particular, within its product portfolio, Selex ES would be pleased to present to Frontex its products and solutions for unmanned and manned aerial surveillance, including the recently updates:

- RPAS (our solution FALCO):
- a) FALCO is already working for International Institutions
- b) FALCO is flying in a shared airspace.
- c) FALCO has established a service history that highlights its reliability to potential customers and to the Joint Aviation Authorities
- d) The evolution of regulations, although still in delay, is constantly accelerating and Selex ES has contacted a number of Air Services State with which it is potentially possible to perform Aerial Surveillance Services in accordance with the current rules.
- e) Selex ES, in collaboration with the "Scuola di Cooperazione Interforze", has acquired capabilities in data exploitation which, in the near future, will be further increased.
- We may also take advantage of the availability of Frontex to present our solutions for providing security services at low cost using the (manned) solution SkyCar Light ISR.

These options could be implemented involving our National Institutions with Border Guard and Border Security Tasks.

We are available to present our solutions c/o Frontex premises during a presentation/ workshop to be held in Warsaw starting from July at Your convenience.

(Pease consider that We also filled the Web Form according to the Frontex procedure to meet industry).

Looking forward to hearing of You

**Best Regards** 



This email and any attachments are confidential to the intended recipient and may also be privileged. If you are not the intended recipient please delete it from your system and notify the sender. You should not copy it or use it for any purpose nor disclose or distribute its contents to any other person. Questa e-mail e tutti i suoi allegati sono da intendersi inviati in via riservata all'effettivo destinatario e possono essere soggetti a restrizioni legali. Se non siete l'effettivo destinatario o avete ricevuto il messaggio per errore siete pregati di cancellarlo dal vostro sistema e di avvisare il mittente. E' vietata la duplicazione, l'uso a qualsiasi titolo, la divulgazione o la distribuzione del contenuti di questa e-mail a qualunque altro soggetto. Prima di stampare questa comunicazione consideratene, per favore, l'impatto ambientale.

# FW: Commercial offer from Selex ES, Finmeccanica, request for a possibility to present the products

Monday, October 26, 2015 17:05

Subject	FW: Commercial offer from Selex ES, Fin products	mecca	nica, request for a	possibility to present the
From				
То	Frontex			
Сс	HoRDU; director.capacitybuilding			
Sent	Friday, July 03, 2015 16:50			
	olleagues, kindly ask you to send the following repl	y to 1	0502/30.06.2015.	Thank you. Best regards,
	: Frontex			
To: <b>(</b> Subject	t: Frontex Presentation			
Dear N	Ar.			
submit	you for your email and for the submitted ted proposals will take place in Septembe announced to the selected companies at	er and	the details of the	meeting Frontex-Industry
different another Border the borthat Fr which I develop security funds).	also inform you that Frontex organizes, wat workshops, meetings, conferences relain possible framework where you can mee Guard Authorities) and present your proder security scope and discuss them. One ontex will organize in November 2015, to lead (or are about to start/are in the incurrence of the incurrence of the frontex aimed at developing new you and using financial sources other than For more details please refer to the Frontex.europa.eu/news/invitation-for-indicated	ited to et Fron oposal e exan ogethe ibation produ EU fin ntex w	border security so the community (e ls/developments/co apple on these lines or with the Europe of phase of ideas of tets, technologies, mancing (e.g. industed	olutions. This could be xperts, Member States apabilities relevant for could be the workshop an industry and academian) research and solutions for border stry's/academia's own
Best re Fronte:				
Se Te Ce Si	rom: Registration ent: 30 June 2015 13:32 o: director.capacitybuilding c: HoRDU ubject: Commercial offer from Selex ES, Finr roducts	neccai	nica, request for a p	possibility to present the
_	4 00 00 0045		12 . T.L.	
	ate: 30.06.2015		Reg.No: 10502	
R	esponsible Organisation:	Cc:		
R	emark:			Deadline:

Remark for staff member: BAU

Reference:

**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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 30 June 2015 10:39

To: Frontex

Cc:

**Subject:** Frontex Presentation

Dear Sirs,

Selex ES, a Finmeccanica company, is an international leader in electronic and information technologies for defence systems, aerospace, data, infrastructures, land security and protection and sustainable 'smart' solutions.

In particular, within its product portfolio, Selex ES would be pleased to present to Frontex its products and solutions for unmanned and manned aerial surveillance, including the recently updates:

- 1) RPAS (our solution FALCO):
- a) FALCO is already working for International Institutions

- b) FALCO is flying in a shared airspace.
- c) FALCO has established a service history that highlights its reliability to potential customers and to the Joint Aviation Authorities
- d) The evolution of regulations, although still in delay, is constantly accelerating and Selex ES has contacted a number of Air Services State with which it is potentially possible to perform Aerial Surveillance Services in accordance with the current rules.
- e) Selex ES, in collaboration with the "Scuola di Cooperazione Interforze", has acquired capabilities in data exploitation Which, in the near future, will be further increased.
- We may also take advantage of the availability of Frontex to present our solutions for providing security services at low cost using the (manned) solution SkyCar Light ISR.

These options could be implemented involving our National Institutions with Border Guard and Border Security Tasks.

We are available to present our solutions c/o Frontex premises during a presentation/ workshop to be held in Warsaw starting from July at Your convenience.

(Pease consider that We also filled the Web Form according to the Frontex procedure to meet industry).

Looking forward to hearing of You

### **Best Regards**



This email and any attachments are confidential to the intended recipient and may also be privileged. If you are not the intended recipient please delete it from your system and notify the sender. You should not copy it or use it for any purpose nor disclose or distribute its contents to any other person.

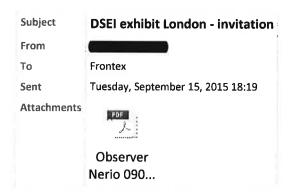
Questa e-mail e tutti i suoi allegati sono da intendersi inviati in via riservata all'effettivo destinatario e possono essere soggetti a restrizioni legali. Se non siete l'effettivo destinatario o avete ricevuto il messaggio per errore siete pregati di cancellarlo dal vostro sistema e di avvisare il mittente. E' vietata la duplicazione, l'uso a qualsiasi titolo, la divulgazione o la distribuzione dei contenuti di questa e-mail a qualunque altro soggetto.

Prima di stampare questa comunicazione consideratene, per favore, l'impatto ambientale. Please consider the environment before printing this email

## DSEI exhibit London - invitation

Monday, October 26, 2015

17:05



#### Dear Sirs/ Madammes,

We understand a Frontex delegation is visiting the DSEI exhibit taking place in London this week and we would like to extend an invitation to come by and see the Selex ES border surveillance mobile solutions, which are on display at stand N10 - 190.

head of marketing for land and naval systems at Selex ES will be available until Friday to show the equipment to your delegation.

He can be reached at

I attach a presentation of the Observer system.

#### Best regards,

Cook Communications 18-20 Louis Blanc st., apt. 5 sector 1, Bucharest 011752 Romania



# FW: Invitation to visit Selex stand at DSEI exhibit

Monday, October 26, 2015

Remark for staff member: BAU

Reference:

17:05

bject FW: I	. Inches de la company de la c		
	: Invitation to visit Selex stand at DS	El exhibit	
om (			
Registr	istration		
directo	ctor.capacitybuilding; HoRDU		
nt Friday,	ay, September 18, 2015 17:35		
From: Front	ask you to send the following reply t	o 10502b/16.09.201:	5 Thank you. Best regards,
	or your email of 15.09.2015. We h delegation is visiting the DSEI exh		. Let us please inform you that
st regards,	8,		
ontex"			
director.cap	ration ember 2015 11:43 capacitybuilding ation to visit Selex stand at DSEI exhi	bit	
te: 16.09.2	.2015	<b>Reg.No</b> : 10502b	
sponsible (	Organisation: Cc:		
mark:			Deadline:
ay I kindly as  From: Front  bebject: DSE  ear Mr.  eank you for  Frontex de  est regards,  ontex"  om: Registrate  th: 16 Septer  director.cap  HoRDU  bject: Invitat  te: 16.09.20  sponsible C	ask you to send the following reply to ntex  EI exhibit London - invitation  For your email of 15.09.2015. We had delegation is visiting the DSEI exhibits,  ration rember 2015 11:43 repacity building ation to visit Selex stand at DSEI exhibits.	ave taken note of it ibition this week.	. Let us please inform you

Best regards,

Fax:



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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: September 2015 18:20
To: Frontex
Subject: DSEI exhibit London - invitation
Dear Sirs/ Madammes,
We understand a Frontex delegation is visiting the DSEI exhibit taking place in London this week and we would like to extend an invitation to come by and see the Selex ES border surveillance mobile solutions, which are on display at stand N10 - 190.
head of marketing for land and naval systems at Selex ES will be available until Friday to show the equipment to your delegation.
He can be reached at +
I attach a presentation of the Observer system.
Best regards,
Cook Communications 18-20 Louis Blanc st., apt. 5 sector 1, Bucharest 011752 Romania
Mobile:

Email			
Lillali			

## TO THE ATTENTION OF RESEARCH & DEVELOPMENT

Monday, October 26, 2015

Subject TO THE ATTENTION OF RESEARCH & DEVELOPMENT

From Frontex

Sent Thursday, October 01, 2015 15:35

17:05

Dear Madam, Sir,

Following the advice from the FRONTEX press department, I am writing to enquire for the possibility to register to the Border Tech-net platform. EOS is a Brussels based organisation which represents the interest of the European security solutions suppliers some of which are intensively working on developing technologies for border management/control. It would therefore be very interesting for us to have access to the content of your platform if possible to follow the events, the projects, the news and all the features you have.

On another note, I have also flagged 2 interesting events which are coming up in your agenda and which I have disseminated to our members:

- 28-29 October 2015 10th ABC Workshop, organised in cooperation with the German authorities.
- European Industry and Academia in November 2015

Would it be possible somehow to have access to the agendas of those 2 events?

Thank you in advance for your help,

Best regards,





10, rue Montoyer 1000 – Brussels Belgium



W: www.eos-eu.com

EOS is registered at the EU Transparency: 32134385519-64

# A concept for floating surveillance platform

Monday, October 26, 2015

Subject	A concept for floating surveillance platform
From	Frontex
То	
Sent	Wednesday, April 08, 2015 14:45



Thank you for your email of 3 April 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. According to the mentioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on its portfolios of products, services and ongoing projects in the field of border security.

For this purpose, a Visit Proposal Form available at http://btn.frontex.europa.eu/form/visit-proposalform[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/beginning of April (the registration is closed and the meeting already set up) 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.

Please be informed that for the meeting already set up for 9 April, one of the participating companies is Airbus Defence and Space-Germany (Military Aircraft Services) which will be represented by the VP Border Security/Integrated Systems and the Sales Director.

Let us also inform you 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 and discuss them. Please follow the News section of Frontex site (http://frontex.europa.eu/news/) for the calls on these lines (they will be published in due time so that the stakeholders involved have enough time to prepare their participation).

Thank you for your understanding.

Best regards,



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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	
From:	com]	

<b>Sent:</b> 03	April 2015	5 11:13	
To:			

Subject: A concept for floating surveillance platform

Dear

I received your name from at Astrium Airbus Toulouse.

I am currently working on a project for a movable floating frontier surveillance platform for use in environments like inland waterways, and estuaries, lakes etc..

The concept could also be extended to Maritime but there are limitations due to the ship movement due to wave action.

I would be very grateful if you could provide me the names of the most appropriate person in FRONTEX to discuss the kind of capabilities that might be required for such a system.

Kind regards

Vertical Markets Management - Maritime
AIRBUS DEFENCE AND SPACE
Rue de Stalle Straat 140 - Second floor
1180 Brussels - Belgium
Tel:

www.astriumservices.com



This message and any attachments are confidential to Astrium and intended solely for the individual(s) or entity to which it is addressed. If you are not the intended recipient, do not read, copy or distribute the email or any attachments. Please notify the sender immediately by return e-mail.

<sup>[1]</sup> **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**.

# Aerial Survey Capabilities

Monday, October 26, 2015

17:05

Subject Aerial Survey Capabilities
From Frontex
To Sent Monday, June 01, 2015 16:15

Dear Mr.

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 can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments/capabilities relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>) 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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] 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.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

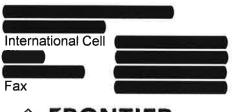
Sent: 28 May 2015 10:58

To: Frontex
Subject: Aerial Survey Capabilities

Dear Frontex,

I am seeking a point of contact at Frontex that I can discuss our Aerial Survey Capabilities with. I appreciate your assistance in this matter.

Thank you





Frontier Services Group Level 2 Phoenix House Wilson Airport Nairobi, KENYA www.fsgroup.com

This e-mail is solely for the intended recipients. It may contain confidential or legally privileged information. If you are not the intended recipient, you are prohibited to disclose, copy or distribute the contents of this e-mail. If you have received this e-mail in error, please notify the sender immediately by return e-mail and then delete if from your system. "SAVE THE EARTH - THINK BEFORE YOU PRINT!"

<sup>[1]</sup> **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.** 

# Artemis; Lifesaving UAV

Monday, October 26, 2015

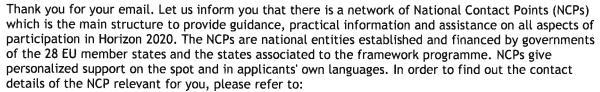
17:06

Subject Artemis; Lifesaving UAV
From Frontex

Sent Friday, April 24, 2015 11:39

Dear Mrs.

To



http://ec.europa.eu/research/participants/portal/desktop/en/support/national\_contact\_points.html. Please be also informed that the current 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 whose details have been already communicated to you in the previous correspondence. 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 (e.g industry's/academia's own funds). A meeting is foreseen for the end of 2015 and the invitation will be published on the Frontex website in the coming months (for more details please refer to the Frontex website at: <a href="http://frontex.europa.eu/news/invitation-for-industry-and-academia-B9rTeX">http://frontex.europa.eu/news/invitation-for-industry-and-academia-B9rTeX</a>). 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,



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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 22 April 2015 13:48

0:

Subject: FW: Artemis; Lifesaving UAV

Hello,

Many thanks,

We want to develop a long range, maritime UAV, called Artemis; which will find people and boats at sea.

I have attached the link to our video below. MIT in USA are using our technology and ideas for their Waterfly project.

https://www.dropbox.com/s/omdb1a9spbhp69o/artemis new edit.mp4?dl=0

We need funding for it (just under Euro 3m) but we have been unable to obtain any funding under the EU Horizon 2020 program (we now have to wait till August) or from The Welsh Assembly Government. Can you advise whom we should can approach to get our live-saving UAV "off the ground"? Sorry for the pun.

Artemis will save thousands of lives at sea!

Green & Clean Solid Fuel: www.firedragonfuel.com

And fish and boats and money and will help monitor pollution and will create high quality export jobs and will help Europe pioneer innovation in UAV's.

I look forward from hearing back from you on our ground breaking innovation.

MD	
BCB International Ltd.	
www.uas.wales	
Managing	g Director
BCB International Ltd, Clyde	smuir Rd Ind Est, Cardiff CF24 2QS, United Kingdom
Mobile: [	Email: Fax:
Website: www.bcbin.com	Catalogues & Videos: www.bcbin.com/downloads.php

BCB standard terms and conditions apply. E & OE. All specifications are subject to change. Stock is subject tor prior sale, lead times are approximate. Any local duties, taxes, delivery arranges etc are the consignees responsibility. The views expressed in this email are of the sender and not the company. If you have received this message in error, please inform the sender and delete all copies. Company registration number: 1442485 VAT Number: GB 108 299 108 Please consider the environment before printing this email.

## BES-05-2015

Monday, October 26, 2015

17:06

Subject

BES-05-2015

From Tο

Frontex

Sent

Tuesday, July 07, 2015 11:39

Dear Mr.



Concerning the evaluation of the proposals, please consult the "Participant portal Horizon 2020 Online Manual - Experts roles and tasks" and also "Grants Manual - Section on: Proposal submission and evaluation". Regarding your second request, please be informed that Frontex is not in the position to provide you recommendations on the test design you intend to include in your proposal. Please be also informed that 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. **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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 02 July 2015 10:36

To: Frontex

**Subject:** RE: BES-05-2015

Dear Madam / Sir,

Thank you for your response.

I understand the conflict of interest. Nevertheless, I would like to like to enquire about even some general hints concerning the procedure of testing such a device. I believe you could share some

information without abusing the knowledge restricted to the officials only.

Are there any basis on which you evaluate projects that you could share with us so that we could get any helpful information while writing our proposal?

Would it be possible to obtain any information? Concerning for example a number of Border Guards unity where the device should be tested? How long the period of testing should last? Should it involve Boarder Guards themselves testing the device or our employees in their facilities would be enough?

Anything would be very helpful and very much appreciated.

Thank you.

Kind regards,

http://www.mklaster.pl



Kobylińska 3, 61-424 Poznań

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

Sent: Wednesday, July 01, 2015 3:38 PM

To:

**Subject:** BES-05-2015

Dear Mr.

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 a proposal will be successful as a result of evaluation, 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 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 29 June 2015 13:27

To: Frontex

Cc:

**Subject:** BES-05-2015

Dear Madam / Sir,

An international consortium is forming to complete a funded by EU Commission Horizon 2020 project "Topic: Border crossing points topic 1: Novel mobility concepts for land border security BES-05-2015" (http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/1099-bes-05-2015.html)

The result of cooperation would be a mobile device which would allow for sending biometric data to a Border Guards unit and fasten the process of crossing the border.

The BES 5 call requires that the prototype of our proposed mobile device be Technology Readiness Level (TRL) 5 – "technology validated in relevant environment".

The testing would take place in consultation with a Polish Border Guards (Straż Graniczna) unit. We would like to enquire about guidelines as how to prepare the whole testing procedure. Could you give us some hints? For example whether the procedure could involve our representative testing the device in a Border Guards unit or should rather involve a Boarded Guards representative who would test the device under our supervision. Are there any particular aspects which would be crucial in testing of such a device? How long should take the procedure of testing the device?



# [BES-05-2015] invitation for participation in r&d proposal

Monday, October 26, 2015 17:06

Subject [BES-05-2015] invitation for participation in r&d proposal
From Frontex
To

Dear Mrs

Sent

Thank you for your email of 8 July 2015.

Wednesday, July 22, 2015 12:04

At this point let us 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.

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,



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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

----Original Message-----

From:

Sent: 08 July 2015 18:45

To:

Subject: [BES-05-2015] invitation for participation in r&d proposal

Dear Mr

I'm sending you this invitation email on behalf of European Dynamics (<a href="http://www.eurodyn.com/">http://www.eurodyn.com/</a>). European Dynamics is a multinational IT company acting also in the field of security providing services to a number of important and big European and other organisations in the public sector. Please find attached a brochure that outlines our activities.

We are in the process of setting up an r&d proposal for the Horizon call for the topic "Novel mobility concepts for land border security"

http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/1099-bes-05-2015.html

together with other European organisations leaders in their technological domain and involving some

EU land border control authority partners. We would like to extend our user base with the participation of your organisation in order to develop a pilot site in Lithuania.

If you would be interested in this topic, we may discuss further details and how you could join our proposal consortium.

Best regards,

European Dynamics SA.

LUX: 12, rue Jean Engling - L-1466, LUXEMBOURG | Tel.:

BRU: 123A, Ch. de Charleroi - B-1060 Brussels, BELGIUM | Tel.:

LDN: 67, Westow Street - SE19 3RW, London, UNITED KINGDOM | Tel.:

ATH: 209, Kifisias Ave. & Arkadiou Str. - GR-151 24 Athens, GREECE | Tel:

Mob (

Skype:

# **Border Crossings**

Monday, October 26, 2015

17:06

Subject Border Crossings
From Frontex

To Sent

Friday, June 26, 2015 13:55

Dear Mr.

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 can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments/capabilities relevant for the border security scope and discuss them. One example on these lines could be the workshop that Frontex will organize in November 2015, together 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). For more details please refer to <a href="http://btn.frontex.europa.eu/articles/invitation-industry-and-academia-workshop-projectsideas-developing-border-security">http://btn.frontex.europa.eu/articles/invitation-industry-and-academia-workshop-projectsideas-developing-border-security</a>. For other announcements/invitations on these lines please follow also the News section of Frontex website (<a href="http://frontex.europa.eu/news">http://frontex.europa.eu/news</a>).

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

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

**DISCLAIMER:** This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Subject: Border Crossings	
Dear Sir or Madam,	
we are specialized on data analysis and we are thinking of developing algorithms to predict bor crossings. Like you can nowadays predict burglaries.  Our team member Ms. Dr. is a well-known expert on the field of statistical data analy and text mining.	
In our point of view such an algorithm could save a lot of money and lives as well.	
We would appreciate to discuss the possibilities for such a system with you.	
Best regards,	
Dr.	
Vecara GmbH Königsallee 43 71638 Ludwigsburg Telefon (Sekretariat) Telefax Web www.vecara.de Sitz: Ludwigsburg Amtsgericht: Stuttgart HRB 740067	
Geschäftsführung:	
Dr.	
Aktuelles:	
Ab jetzt Tell'em box App im Google Playstore erhältlich.	

Sent: 23 June 2015 21:31

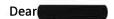
To: Frontex

<sup>[1]</sup> **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.** 

# Border Monitoring and Security

Monday, October 26, 2015 17:06

Subject	Border Monitoring and Security
From	Frontex
То	
Sent	Tuesday, August 25, 2015 12:16



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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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:

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: <a href="http://btn.frontex.europa.eu/form/application-form-workshop-newongoing-projects-developing-border-security-productstechnologiesso">http://btn.frontex.europa.eu/form/application-form-workshop-newongoing-projects-developing-border-security-productstechnologiesso</a>, 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.

 "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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:	com]
County 24 Assessed 2015 10:57	

**Sent:** 24 August 2015 10:57

To: Frontex

Subject: RE: Border Monitoring and Security

Dear Madam Dear Sir

After 5 years Research and Development in Border Monitoring and Security we could offer some new solutions. Would be great if you could forward the attached presentation to the right peoples in Frontex.

Kind regards



[1] <b>Border-TechNet</b> 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 <b>Research and Development Unit.</b>				

## **Border Police convention**

Monday, October 26, 2015

17:06

Subject Border Police convention
From Frontex
To Sent Friday, April 24, 2015 12:06

Dear Mr.

Thank you for your email. Please be informed that all the announcement regarding the organization of conferences, meetings and workshops initiated by Frontex are published on the official website at <a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>.

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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] 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/beginning of April and one at the end of October. Frontex experts will select maximum 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.

Please also be informed that we organize, with the participation of industry and academia, different workshops 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 and discuss them. Please follow the News section of Frontex website for the calls on these lines (they will be published in due time so that the stakeholders involved have enough time to prepare their participation).

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: RI028

Sent: 21 April 2015 11:33

To: Frontex

**Subject:** Border Police convention

Dear madam, sir,

Do you know about a Border Police conference in Warsaw in May 2015? I have this information from Slovak Border Police.

We are since 2004 producers off the Human MDS (heartbeat detector) and would like to show and discuss our latest product and developments with your people of Frontex.

In 2013 and 2014 we delivered over 50 systems in Europe at border crossings.

Is it possible to meet and discuss About the product?

Best regards,

Met vriendelijke groeten

Science For Humanity (S4h) Koggenstraat 28 B-8380 Brugge Belgium



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.

# Commercial offer Computex Telecommunication Sp. z o.o.

Monday, October 26, 2015 17:06

Subject Commercial offer Computex Telecommunication Sp. z o.o.

From Frontex

To Sent Friday, October 02, 2015 11:04

### Dear Mr.

Thank you for your email of 30 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 solution 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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 <a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

Szanowni Państwo,

Firma Computex Telecommunication Sp. z o.o. posiadająca świadectwo bezpieczeństwa przemysłowego drugiego stopnia nr : SBPK000506T, pragnie zainteresować Państwa specjalnym

systemem inwigilacji Internetu, ukierunkowanym na przeciwdziałanie terroryzmowi oraz wyszukiwaniu wszelkich podejrzanych osób.

Proponowany system jest produktem firmy izraelskiej Webintpro, której jesteśmy dystrybutorem. System został wdrożony już w 15 krajach świata.

System posiada bardzo przyjazny i łatwy w obsłudze interfejs użytkownika i jest bardzo skuteczny w działaniach analityczno- informacyjnych oraz operacyjno-rozpoznawczych.

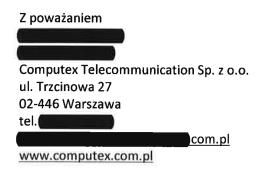
Będziemy bardzo zobowiązani za umożliwienie krótkiego spotkania w celu bezpośredniego przekazania bardziej szczegółowych informacji o proponowanym systemie.

Z uwagi na charakter i poufność działania systemu, nie chcemy przesyłać żadnych szczegółowych danych.

Po spotkaniu informacyjnym, w przypadku zainteresowania z Państwa strony, jesteśmy gotowi do zorganizowania praktycznej demonstracji działania systemu przeprowadzonej przez specjalistów z Izraela, dla wybranej przez Państwa grupy osób, które na co dzień mają kontakt z podobnymi produktami. Demonstracja działania systemu wymaga jedynie dostępu do Internetu. Spotkanie to może zostać zorganizowane w siedzibie naszej firmy w Warszawie.

Prosimy o potwierdzenie otrzymania niniejszego e-maila oraz o podanie kontaktów do osób zainteresowanych.

ps. Z informacji uzyskanych od pana Yitzchaka Feldmana z Webinpro (Izrael), wiemy, że mieliście już Państwo wstępne informacje o oferowanym systemie i byliście nim zainteresowani. Pozostajemy do Państwa dyspozycji, w celu przekazania szerszej informacji o systemie oraz aby kontynuować dalszą współpracę.



<sup>[1]</sup> **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.** 

### Commercial offer from Polarion USA

Monday, October 26, 2015

17:06



Dear Mr.

Thank you for your email of 24/03/2015. 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

Let us also inform you 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 Frontex site (http://frontex.europa.eu/news/) for the calls on these lines.

**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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 24 March 2015 09:55

To: Frontex

Subject: Search Light

Dear Madam/Sir.

I've called your office to get in contact with the Research and development department.

I was told to send an email regarding the subject so I hope you can forward my email to the right person.

We would like to present this product for your ongoing projects.

Med vennlig hilsen/Best regards



Solheimveien 7, Postboks 52, N-1471 Lørenskog

Sentralbord + 000, www.dsgshop.no

CONFIDENTIALITY NOTICE: This e-mail and the accompanying document(s) contain confidential information which is privileged and intended only for the address here of. If you are not the intended recipient, you are here by notified that any disclosure, copying, distribution or use of this e-mail and/or accompanying document(s) is strictly prohibited. If you have received this e-mail in error, please immediately notify the sender at the above e-mail address.

CONFIDENTIALITY NOTICE: This e-mail and the accompanying document(s) contain confidential information which is privileged and intended only for the address here of. If you are not the intended recipient, you are here by notified that any disclosure, copying, distribution or use of this e-mail and/or accompanying document(s) is strictly prohibited. If you have received this e-mail in error, please immediately notify the sender at the above e-mail address.

<sup>[1]</sup> **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.** 

## contactperson requested

Monday, October 26, 2015

17:07

Subject contactperson requested
From Frontex
To Sent Friday, June 26, 2015 13:57

Dear Mr.

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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] 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 also a possible framework where you can meet Frontex community (experts, Member States Border Guard Authorities) and present your proposals/developments/capabilities relevant for the border security scope and discuss them. One example on these lines could be the workshop that Frontex will organize in November 2015, together 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). For more details please refer to <a href="http://btn.frontex.europa.eu/articles/invitation-industry-and-academia-workshop-projectsideas-developing-border-security">http://btn.frontex.europa.eu/articles/invitation-industry-and-academia-workshop-projectsideas-developing-border-security</a>. For other announcements/invitations on these lines please follow also the News section of Frontex website (<a href="http://frontex.europa.eu/news">http://frontex.europa.eu/news</a>).

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 24 June 2015 13:22

To: Frontex

Subject: contactperson requested

Dear Madame,

Dear Sir,

We are a german company producing special radar solutions.

We have developed a Radarsystem for bordercontrol that can detect a area of 40 km left and rightside of a aircraft and is also flyable with a UAV or a gyrocopter.

I would be pleased to get the chance to introduce this product to frontex.

Would you please give me the contact coordinates of a responsible person  $\mbox{?}$ 

Thank you

Best regards



RST Radar Systetechnik GmbH Bahnhofstrasse 132 D-88682 Salem



#### www.rst-group.biz

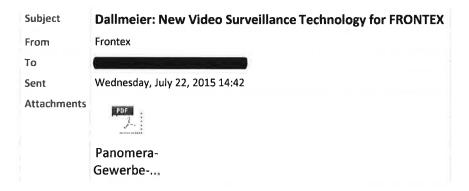
Hinweis: Diese E-Mail und etwaige Anlagen können vertrauliche und/oder geschuetzte Informationen enthalten. Diese E-Mail ist ausschliesslich fuer den beabsichtigten Adressaten bestimmt. Sollten Sie diese E-Mail versehentlich erhalten haben oder nicht der richtige Adressat sein, bitten wir, den Absender (durch Antwort-E-Mail) hiervon unverzueglich zu informieren und diese E-Mail nebst etwaigen Anlagen von Ihrem System zu loeschen. Jede unerlaubte Nutzung, Verwendung oder Weitergabe des Inhalts dieser E-Mail, sei es vollstaendig oder teilweise, ist unzulaessig. Wir weisen darauf hin, dass die Kommunikation per E-Mail ueber das Internet unsicher ist, da fuer unberechtigte Dritte grundsaetzlich die Moeglichkeit der Kenntnisnahme und Manipulation besteht.

Note: This e-mail and any attachment may contain confidential and/or privileged information. This e-mail is for the intended addressee only. If you have received it in error or you are not the intended recipient please contact the sender (by return e-mail) immediately and delete this e-mail and any attachment from your system. Any unauthorised use or dissemination of this e-mail in whole or in part is strictly prohibited. We inform you that communication via e-mail over the internet is insecure because third parties may have the possibility to access and manipulate e-mails.

[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.** 

# Dallmeier: New Video Surveillance Technology for FRONTEX

Monday, October 26, 2015 17:07



Dear Mr.

Thank you for your email of 14 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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., <a href="http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s">http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s</a> and <a href="http://frontex.europa.eu/news/invitation-to-industry-and-academia-eDaaie">http://frontex.europa.eu/news/invitation-to-industry-and-academia-eDaaie</a> ) for the calls/invitations on these lines.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: com

Sent: 14 July 2015 15:49 To: Frontex; procurement

Subject: Dallmeier: New Video Surveillance Technology for FRONTEX

Dear Madam or Sir,

we would like to introduce a new technology in video surveillance to FRONTEX:

The multifocal sensor system **PANOMERA** goes beyond the limits of standard cameras. **PANOMERA** surveils **stretches of 250 m+** and **areas of up to 20 soccer fields** – with 1 camera from 1 point of installation and with highest resolution at any point even at very low light.

You observe the entire scene at a glance and zoom in digitally – live or later in the recording.

PANOMERA video: https://www.youtube.com/watch?v=f08r3mdmZMA

PANOMERA effect: http://www.dallmeier.com/en/products/cameras/multifocal-sensor-system-

panomerar/panomerar-effect.html Product range: www.dallmeier.com

We would like to demonstrate PANOMERA to you on site and provide further information about the

system.

We look forward to your feedback. Thank you!

Mit freundlichen Grüssen / Best Regards



### @@@banner@@@

Dallmeier electronic GmbH & Co.KG

Head & Accounts Office / Firmensitz und Rechnungsanschrift:

Cranachweg 1 - 93051 Regensburg - Germany

Location / Standort:

Bahnhofstraße 16 - 93047 Regensburg - Germany

**GERMANY** 



Internet: www.dallmeier-electronic.com

Registry Court / Registergericht: Amtsgericht Regensburg HRA 6827

VAT ID / USt-IDNr.: DE813790649

Unlimited Partner / Komplementärin: Dallmeier GmbH

CEO / Geschäftsführer: Dieter Dallmeier

Registry Court / Registergericht: Amtsgericht Regensburg HRB 9085

Disclaimer:

Wir haften nicht für die Unversehrtheit von E-Mails, nachdem sie unseren Einflussbereich verlassen haben und können Ihnen hieraus entstehende Schäden nicht ersetzen. Sollte trotz der von uns verwendeten Virus-Schutz-Programme durch die Zusendung von E-Mails ein Virus in Ihre Systeme gelangen, haften wir nicht für eventuell hieraus entstehende Schäden.

We cannot be sure that this e-mail or its attachments are free from viruses. In keeping with good computing practice, please ensure that you take adequate steps to check for any viruses. We reserve the right to access and read all e-mails and attachments entering or leaving our systems.

[1] <b>Border-TechNet</b> is a web-based platform fo	or sharing, exchanging and dis	sseminating information in th	e field of Research and Deve	lopment in
the border-security domain. It is being mainta	ined by the <b>Research and Dev</b>	elopment Unit.		

### D-Fence

Monday, October 26, 2015 17:07

Subject D-Fence
From Frontex
To Tuesday, September 08, 2015 13:13

,Dear Mr.

Thank you for your email of 31.08.2015. 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 for <a href="http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-qyZ1cF</a> to the Frontex webpage, at further information. According to the mentioned procedure, the possibility exists for Industry to visit portfolios of products and services in the field of border security. Frontex and brief Frontex experts on its <a href="http://btn.frontex.europa.eu/form/visit-proposal-">http://btn.frontex.europa.eu/form/visit-proposal-</a> For this purpose, a Visit Proposal Form available at must be completed and submitted. Selection of the submitted proposals will take place taking <a href="mailto:lifeorm">[1] form</a> 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

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: com

Sent: 30 August 2015 16:37

To: Frontex
Subject: D-Fence

Hello,

My name is represent D-Fence, a leading manufacture and inventor of Hi-Tec perimeter security solutions.

*D-fence's* perimeter security solutions meet the market's growing demand for reliable, state-of-the-art security systems, designed to protect and deter intrusions in sensitive commercial, government, and private installations.

D-Fence systems are used worldwide by professional installers and companies to protect various types of sites such as:

- Airports and Ports
- Prisons
- Borders
- Government Sites
- Industrial facilities
- Nuclear plants
- Military bases and compounds
- Residential compounds
- Private houses

Please don't hesitate to take a tour in our website to get an understanding of the systems we can offer: www.d-fence.com

Our systems are the ultimate border protection, especially now with the immigrants crises in Europe. Can our system be at your service?

Waiting for your response

Best regards



Follow us in:







is a web-based platform for sharing, exchanging and disseminating information in the field of Research and Development **Border-TechNet** [1]

.Research and Development Unit in the border-security domain. It is being maintained by the

## DSEI exhibit London - invitation

Monday, October 26, 2015

17:07

Subject	DSEI exhibit London - invitation
From	Frontex
То	
Sent	Monday, September 21, 2015 09:24

Dear Mr.

Thank you for your email of 15.09.2015. We have taken note of it. Let us please inform you that no Frontex delegation is visiting the DSEI exhibition this week.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: com

Sent: 15 September 2015 18:20

To: Frontex

Subject: DSEI exhibit London - invitation

Dear Sirs/ Madammes,

We understand a Frontex delegation is visiting the DSEI exhibit taking place in London this week and we would like to extend an invitation to come by and see the Selex ES border surveillance mobile solutions, which are on display at stand N10 - 190.

head of marketing for land and naval systems at Selex ES will be available until Friday to show the equipment to your delegation.

He can be reached at

I attach a presentation of the Observer system.

Best regards,

Cook Communications 18-20 Louis Blanc st., apt. 5 sector 1, Bucharest 011752 Romania



## Expert Systems for immigration processing & controls

Monday, October 26, 2015 17:07

Subject	Expert Systems for immigration processing & controls
From	Frontex
То	
Sent	Tuesday, September 08, 2015 15:50

Dear Mr.

Thank you for your email of 02.09.2015. 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 02 September 2015 18:09

To: Frontex

Subject: Expert Systems for immigration processing & controls

To whom it May Concern,

I am Managing Director for Neota Logic. We provide a cloud based software platform that allows for the rapid development & deployment of applications that can run on all types of pc or mobile devices. We specialise in applications that capture data, contain complex rules and trigger workflows. Immigration control apps would be an example scenario of this.

We have watched with an increasing despair the situation of migrants attempting to enter EU and

we would like to offer our software and our expertise to help. Please can I be contacted or referred to the correct agency to discuss

Many thanks



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.

## Fabrice Leggeri's PA

Monday, October 26, 2015 17:07

Subject Fabrice Leggeri's PA
From Frontex
To Sent Wednesday, September 23, 2015 10:12

Dear Mrs.

Thank you for your email of 14 September 2015. Let us please inform you that previous correspondence has been exchanged in June 2015 with Mr. (Safran, EU Affairs, VP Space Security Defence), and Frontex Executive Director, Mr. Fabrice Leggeri visited the Safran Hall during the Le Bourget Paris Airshow 2015.

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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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] 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.

In addition, 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 projects/developments relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 14 September 2015 11:44

To: Frontex

Subject: Fabrice Leggeri's PA

Importance: High

### Dears Sirs,

I would like to get in touch with Mr Leggeri's PA, in order to arrange a conference call with Morpho, about our European projets.

Could you please send me a contact details please?

Thanks and regards

Security Division

Morpho - 11, boulevard Gallieni 92445 Issy-Les-Moulineaux Cedex - FRANCE www.morpho.com





"This e-mail and any attached documents may contain confidential or proprietary information. If you are not the intended recipient, you are notified that any dissemination, copying of this e-mail and any attachments thereto or use of their contents by any means whatsoever is strictly prohibited. If you have received this e-mail in error, please advise the sender immediately and delete this e-mail and all attached documents from your computer system."

[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.** 

# Final Demonstration of the ICARUS project in an Urban Search and Rescue Scenario

Monday, October 26, 2015

17:07

From Frontex

To Wednesday, June 10, 2015 13:34

Attachments

General Informati...

Dear Mr.

Thank you for your email. Considering priorities identified for 2015, Frontex require the full involvement of the limited amount of experts currently available to cover ongoing processes and activities that will contribute to achieving the objectives set. Also the Frontex agenda for the date proposed does not provide for availability due to previous commitments that were already made. Consequently, we regret to decline your invitation for Frontex to participate to the final demonstration of the ICARUS project.

Thank you 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 08 June 2015 13:43

To:

Subject: Final Demonstration of the ICARUS project in an Urban Search and Rescue Scenario

Dear,

On the 4th of September 2015, the final field demonstrations of the robotic search and rescue tools developed within the FP7 project ICARUS will take place on the training grounds of the Belgian First Aid

and Support Team in Marche-en-Famenne, Belgium. These field trials will showcase how the robotic tools (not only drones and ground robots, but also the communication, command & control and training tools supporting these robots) developed by the ICARUS project partners can assist "human" search and rescue teams in the aftermath of a major disaster, such as an earthquake. If you are eager to find out what to expect from these demonstrations, then you can take a look at the video of last year's event here: <a href="https://www.youtube.com/watch?v=8PTOO4LeMCI&feature=youtu.be">https://www.youtube.com/watch?v=8PTOO4LeMCI&feature=youtu.be</a>

With this mail, we'd like to cordially invite you to attend these demonstrations. The registration for this event can be performed via this website (<a href="http://landdemo.fp7-icarus.eu/">http://landdemo.fp7-icarus.eu/</a>). Please note that — as the trial site is located in a military base — registration is absolutely required. The registration page will stay open until 31/07, but of course we'd like to have a view of the attendance as quickly as possible for logistic reasons.

In attachment, you can find an Information Pack which includes details of how to reach the trial site and which also includes a draft agenda of the demonstration day on the last page.

If you have any questions, then please contact

Please feel free to distribute this email to those whom you think might be interested in attending.

With Kind Regards,

Research Engineer / Project Coordinator

Royal Military Academy of Belgium
Department of Mechanics, Unmanned Vehicle Centre
30, Av. De La Renaissance, 1000 Brussels, Belgium

Tel:

http://mecatron.rma.ac.be http://www.fp7-icarus.eu

This e-mail and any attachments may contain sensitive and privileged information. If you are not the intended recipient, please notify the sender immediately by return e-mail, delete this e-mail and destroy any copies. Any dissemination or use of this information by a person other than the intended recipient is unauthorized and may be illegal.

# Formal Invitation for Frontex to present at the Smarter Borders International 2015 Symposium

Monday, October 26, 2015 17:07

Subject	Formal Invitation for Frontex to present at the Smarter Borders International 2015 Symposium
From	Frontex
То	
Sent	Friday, July 24, 2015 11:53

Dear Mr.

Thank you for your email of 13 July 2015. Considering the priorities identified for the next period, Frontex requires the full involvement of the limited amount of experts currently available to cover ongoing processes and activities that will contribute to achieving the objectives set. Also the Frontex agenda for the dates proposed does not provide for availability due to previous commitments that were already made. Consequently, we regret to decline your invitation for Frontex to participate to the Smarter Border 2015 conference, 23rd - 25th November, London, UK. Thank you 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:
Sent: 13 July 2015 20:01
To:

Cc: Frontex

Subject: Formal Invitation for Frontex to present at the Smarter Borders International 2015 Symposium

Dear Mr

Thank you very much for speaking to me just now – further to that conversation I am writing now as the Director of the Smarter Border 2015 conference, taking place from the  $23^{rd} - 25^{th}$  November, here in London. Following on from the hugely successful conference earlier this year in March, we have decided to reactively return with the event, following a number of changes in the world of border control and legislation. From the dramatic growth of migration across the Mediterranean, to the future plans of EU-Lisa to roll out a smart borders pilot scheme across the region and crucially the flow of foreign fighters

from the Middle East into Europe and potential militants travelling the other way.

I would like to invite yourself (or the member of Frontex that is deemed appropriate) to join the conference and to deliver a presentation. I had hoped that your representative would be able discuss the work that Frontex will be undertaking in integrating different methods of surveillance and sharing information gathered in this fashion between various EU-level and national-level agencies and the difficulties encountered in doing so. It would be advantageous to speak to you further about this topic if you had any other ideas or advice.

I hope this all makes sense and that a representative of Frontex will be able to join us for at least part of the conference in November; if that is the case would you be able to reply to this email stating that they is happy to be included on the agenda when it is released? Please let me know if you have any further questions for me regarding the conference. I look forward to hearing from you.

Many Thanks,



IQPC Ltd, 129 Wilton Road, London SW1V 1JZ



**Smart Borders 2015** 

Future Mortar Systems 2015 http://www.future-mortars.co.uk/

International Navy Helicopter 2015 http://www.internationalnavalhelicopter.com/

Military Radar 2015 http://www.militaryradarconference.com/

Integrated Air and Missile Defence: Eastern Europe <a href="http://www.missileseasterneurope.com/">http://www.missileseasterneurope.com/</a>

### Frontex Presentation

Monday, October 26, 2015

17:07

Subject	Frontex Presentation
From	Frontex
То	<b>(</b>
Sent	Friday, July 03, 2015 17:11

Dear Mr.

Thank you for your email and for the submitted Visit Proposal Form. The selection of the submitted proposals will take place in September and the details of the meeting Frontex-Industry will be announced to the selected companies at the end of the mentioned month.

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 proposals/developments/capabilities relevant for the border security scope and discuss them. One example on these lines could be the workshop that Frontex will organize in November 2015, together with 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). For more details please refer to the Frontex webpage, at <a href="http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s">http://frontex.europa.eu/news/invitation-for-industry-and-academia-u2pY6s</a>.

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:
<b>Sent:</b> 30 June 2015 10:39
To: Frontex
Cc:

**Subject:** Frontex Presentation

Dear Sirs,

Selex ES, a Finmeccanica company, is an international leader in electronic and information technologies for defence systems, aerospace, data, infrastructures,

land security and protection and sustainable 'smart' solutions.

In particular, within its product portfolio, Selex ES would be pleased to present to Frontex its products and solutions for unmanned and manned aerial surveillance, including the recently updates:

- 1) RPAS (our solution FALCO):
- a) FALCO is already working for International Institutions
- b) FALCO is flying in a shared airspace.
- c) FALCO has established a service history that highlights its reliability to potential customers and to the Joint Aviation Authorities
- d) The evolution of regulations, although still in delay, is constantly accelerating and Selex ES has contacted a number of Air Services State with which it is potentially possible to perform Aerial Surveillance Services in accordance with the current rules.
- e) Selex ES, in collaboration with the "Scuola di Cooperazione Interforze", has acquired capabilities in data exploitation which, in the near future, will be further increased.
- We may also take advantage of the availability of Frontex to present our solutions for providing security services at low cost using the (manned) solution SkyCar Light ISR.

These options could be implemented involving our National Institutions with Border Guard and Border Security Tasks.

We are available to present our solutions c/o Frontex premises during a presentation/ workshop to be held in Warsaw starting from July at Your convenience.

(Pease consider that We also filled the Web Form according to the Frontex procedure to meet industry).

Looking forward to hearing of You

### **Best Regards**



This email and any attachments are confidential to the intended recipient and may also be privileged. If you are not the intended recipient please delete it from your system and notify the sender. You should not copy it or use it for any purpose nor disclose or distribute its contents to any other person.

Questa e-mail e tutti i suoi allegati sono da intendersi inviati in via riservata all'effettivo destinatario e possono essere soggetti a restrizioni legali. Se non siete l'effettivo destinatario o avete ricevuto il messaggio per errore siete pregati di cancellarlo dal vostro sistema e di avvisare il mittente. E' vietata la duplicazione, l'uso a qualsiasi titolo, la divulgazione o la distribuzione dei contenuti di questa e-mail a qualunque altro soggetto.

Prima di stampare questa comunicazione consideratene, per favore, l'impatto ambientale. Please consider the environment before printing this email

## Frontex reply

Monday, October 26, 2015

17:08

Subject

Frontex reply

From

Frontex

То

Sent Wednesday, April 08, 2015 14:58

Dear Mr.

Dear Mil

Thank you for your email of 7 April 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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, services and ongoing projects in the field of border security.

For this purpose, a Visit Proposal Form available at <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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/beginning of April (the registration is closed and the meeting already set up) 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.

Let us also inform you 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 and discuss them. Please follow the News section of Frontex site (<a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>) for the calls on these lines (they will be published in due time so that the stakeholders involved have enough time to prepare their participation).

Thank you 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

Company: oneBI Sp. z o.o. Address: ul. Złota 59 SkyLight

City: Warsaw Mobile phone:

Phone number: -From IP: 81.15.255.214

on 2015-04-07 at 13:01 wrote:

We will be very pleased to have the oportunity to present two ITS systems to monitore and analyse automotive and pedestrain trafic flow, destinantion matrix, with BI module for analyse and prediction..

<sup>[1]</sup> 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.

## Frontex reply

Monday, October 26, 2015

17:08

Subject Frontex reply
From Frontex
To
Sent Tuesday, May 26, 2015 12:09

Dear Mr.

Thank you for your email of 20.05.2015. We have taken note of it and included your contact details in our database. Let us inform you that we have already received a catalog of LRAD's products via the email sent on 23.02.2015 by Mr. Business Development Director LRAD Corporation. 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

Company: LRAD Corporation

Address: 16990 Goldentop Road Suite A

City: Coroando, CA 92118

From IP: 50.197.25.21

Mobile phone:

on 2015-05-20 at 02:09 wrote:

LRAD Corporation \$\#39\$;s long range, highly intelligible speaker systems are used in 70 nations around the world including 19 navies and coast guards. They would be very effective in communicating with vessels suspected of transporting illegal immigrants in the Med. They are also very useful in communicating with survivors during a SAR operation. <a href="https://www.lradx.com">www.lradx.com</a>

# FW: Acoustic Hailing Device

Monday, October 26, 2015 17:0

	Monady, Second 26, 2013
Subject	FW: Acoustic Hailing Device
From	
То	Registration
Сс	HoRDU; director.capacitybuilding
Sent	Thursday, September 10, 2015 09:45
	lleagues, find underneath the reply to 14052/07.09.2015
	nursday, September 10, 2015 09:44
-	: RE: Acoustic Hailing Device
Dear Mi	
As you he meeting http://ft the merits portff Form av submitt potential meeting and one proposa	ou for your email. We have taken note of it. have been informed by Frontex email of 25.08.2015, Frontex has put in place a procedure for gs with Industry. I kindly refer you to the Frontex webpage, at rontex.europa.eu/news/announcement-to-industry-gyZ1cF for further information. According to ntioned procedure, the possibility exists for Industry to visit Frontex and brief Frontex experts on folios of products and services in the field of border security. For this purpose, a Visit Proposal railable at <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> must be completed and ed. Selection of the submitted proposals will take place taking due account of the novelty and al impact of the company's products and services for the border guard community. Two as are organized by Frontex on these lines: one meeting at the end of March/beginning of April at the end of October. Frontex experts select a number of companies, out of the received als, for each meeting. The details of the meetings are announced to the selected companies at of February and at the end of September respectively.  Gards,
Research a	and Development Unit · Capacity Building Division
From:	
	ursday, September 03, 2015 13:48
To:	

**Subject:** Acoustic Hailing Device

Importance: High

Hello Mr

Please take a look in the attached document about our Acoustic Hailing Device

named SHADO 0.5. (possibly expanded with MAXABEAM spotlight) Specially for communication and deterrence this unit is very suitable specially the problems of refugees.

We have sold a unit included the Control unit to a customer in Spain to equip a research vessel. The unit is seawater resistant and would be fixed on a yoke on board.

Otherwise the unit is integrable in all armored vehicles and self-sustaint in a waterproof housing.

And the big point is, it is a german developed and produced product.

### Kindest regards



21VII

Ulrich Oppermann

akustische. elektro-optische optische Systeme

Hildesheimer Str. 11 🔒 Phone: 38159 Vechelde Germany

+49 177-781 04 70

📥 Fax:

+49 5139 - 697 94 51

u oppermann@wiesel-defence de

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.

# FW: CASSIUS Unmanned Air Vehicle system

Monday, October 26, 2015 17:08

From
Registration
Cc HoRDU; director.capacitybuilding
Sent Tuesday, September 08, 2015 15:03

Dear colleagues, Please find underneath the reply to 13832/02.09.2015. Best regards,

Research and Development Unit · Capacity Building Division Tel:

Sent: Tuesday, September 08, 2015 15:02

Subject: CASSIUS Unmanned Air Vehicle system

Dear Mr.

Thank you for your email of 02.09.2015. We have taken note of it and introduced your contact details in our database. Let me inform you that Frontex has put in place a procedure for meetings with Industry. I kindly refer you to the Frontex webpage, at <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

Best regards,

Research and Development Unit · Capacity Building Division Tel:

**Sent:** 02 September 2015 10:23 **To:** 

Cc: Frontex

Subject: CASSIUS Unmanned Air Vehicle system

Good morning

Please find attached information on our new CASSIUS UAS system which is now the subject of customer flight demonstrations in the UK. CASSIUS is a low cost ISR air vehicle system that requires no flying skills to secure imagery in

day and night time operation. It is full automated and is available at an affordable purchase and operating cost.

We were unable to respond to your call for proposals back in 2011 but if you still have a need we are very keen to engage with you.

Kind regards

M.D of Cranfield Aerospace Ltd.

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

#### **DISCLAIMER:**

This email and any attachments are confidential to the intended recipient and may also be privileged. For those other than the recipient any disclosure, copying, distribution, or any action taken or omitted to be taken in reliance on such information is prohibited and may be unlawful. If you are not the intended recipient please delete it from your system and notify the sender immediately by telephoning +44(0) 1234 754978 or by immediate reply via e-mail to the Sender.

Should the content of this Email, including any attachments, require an Export Licence, this shall have been registered in compliance with export controls laid down by the UK Export Control Organisation, which forms part of the UK Department for Business, Innovation and Skills (BIS).

Emails and other electronic communication with Cranfield Aerospace may be monitored.

Thank you.

Cranfield Aerospace Limited Registered in England No. 2415720 Registered Office: Cranfield University, Cranfield, Beds, MK43 0AL

Updated 14-July-2010

Disclaimer added by **CodeTwo Exchange Rules** www.codetwo.com

Building 84, Hangar 2 Cranfield Aerospace Ltd Cranfield Beds MK43 0AL

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.

## FW: Cognitive Computing for European Security

Monday, October 26, 2015 17:0

Subject	FW: Cognitive Computing for European Security
From	
То	Registration
Cc	HoRDU; director.capacitybuilding
Sent	Wednesday, March 18, 2015 15:25
Dear col	leagues,
Please fi	nd below the reply to 3940/09.03.2015.
Thank yo	ou.
Best reg	ards,
Research a	nd Development Unit · Capacity Building Division
To:	ednesday, March 18, 2015 15:23  Cognitive Computing for European Security
Dear Mr	s.

On behalf of Mr. thank you for your invitation to attend the Cognitive Computing for European Security event (26 March, Brussels).

With reference to it, I regret very much to inform you that due to the fact that the dates coincide with other commitments and planned activities, he will not be available to attend. Also the other invited colleagues are facing a hectic professional period this month which hamper their availability for attending external events.

Let me please inform you 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 Frontex site (<a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>) for the calls on these lines.

Please be also informed that Frontex has put in place a procedure for meetings with industry. I kindly refer you to the Frontex webpage, at <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form">http://btn.frontex.europa.eu/form/visit-proposal-form</a> 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.

	Tha	ank '	vou ver	v much	for \	vour	understanding
--	-----	-------	---------	--------	-------	------	---------------

Best regards,



Research and Development Unit · Capacity Building Division Tel:
From:
<b>Date:</b> March 9, 2015, 16:03:18 GMT+01:00
To:
Subject: Cognitive Computing for European Security
Dear Mr
I am contacting you on behalf of Peter Graham to invite you to the Cognitive Computing for European Security event in Brussels on 26th March 2015.
Please find an invitation attached.
It would be greatly appreciated if you could send a confirmation of your attendance by email to myself.
Kind Regards,
IBM Global Business Services 76-78 Upper Ground South Bank London SE1 9PZ
E-mail: YANITSAM@uk.ibm.com
Unless stated otherwise above: IBM United Kingdom Limited - Registered in England and Wales with number 741598. Registered office: PO Box 41, North Harbour, Portsmouth, Hampshire PO6 3AU
From: com]
Sent: Monday, March 09, 2015 16:09 To:
Subject: Cognitive Computing for European Security event
Dear Mr
I am contacting you on behalf of to invite you to the Cognitive Computing for European Security event in Brussels on 26th March 2015.
Please find an invitation attached.
It would be greatly appreciated if you could send a confirmation of your attendance by email to myself,
Kind Regards,  IBM Global Business Services
76-78 Upper Ground South Bank London SE1 9PZ

Unless stated otherwise above: IBM United Kingdom Limited - Registered in England and Wales with number 741598, Registered office: PO Box 41, North Harbour, Portsmouth, Hampshire PO6 3AU

<sup>[1]</sup> **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**.

### FW: Contact

Monday, October 26, 2015 17:08

From
To Registration
Cc HoRDU; director.capacitybuilding
Sent Tuesday, September 29, 2015 10:42

Dear colleagues,

Please find underneath the reply to 15155/25.09.2015.

Best regards,

Research and Development Unit · Capacity Building Division

From:

Sent: Tuesday, September 29, 2015 10:40

To:

Subject: Contact

Dear Mr.

Thank you for your email of 25 September 2015. We have taken note of it and introduced your contact details in our database. Let me please clarify that I am not the point of contact you mentioned.

Let me 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 <a href="http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF">http://frontex.europa.eu/news/announcement-to-industry-gyZ1cF</a> 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 <a href="http://btn.frontex.europa.eu/form/visit-proposal-form[1]">http://btn.frontex.europa.eu/form/visit-proposal-form[1]</a> 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.

Frontex also 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/solutions relevant for the border security scope and discuss them. All the announcements concerning the mentioned events are published on the Frontex website at <a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>.

Best regards,

Research and Development Unit · Capacity Building Division Tel:
From:
Sent: Friday, September 25, 2015 09:55
To:
Subject: Contact
Dear Mr.
The reason I reach out to you is that I understand that you are the point of contact at Frontex concerning the current refugee crisis.
I got your contact details from your colleague, Mr. we know each other from the Eurosur project.
You may know that Unisys has a contract with eu-LISA, the agency that runs the large scale European systems, like Eurodac, VIS and SIS-II.
eu-LISA is one of the stakeholders in the current crisis.
I would very much like to talk with you about the situation and what how Unisys can help solve the crisis. Can you please let me known when you are available for a telephone call? For me, Monday morning, Tuesday afternoon or Wednesday morning will be fine.
You can reach me via e-mail and south the south of the so
Kind regards,
CCD FMEA (NI) NI-AL AMOS S-14
GSD EMEA (N) Neth AMOS Sol 1 Unisys Nederland N.V.   T
THIS COMMUNICATION MAY CONTAIN CONFIDENTIAL AND/OR OTHERWISE PROPRIETARY MATERIAL and is for use only by the intended recipient. If you received this in error, please contact the sender and delete the e-mail and its attachments from all devices.

[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.** 

## FW: Contact for land border security within FRONTEX

Monday, October 26, 2015

Subject FW: Contact for land border security within FRONTEX

From

To

Registration

Cc

HoRDU; director.capacitybuilding

Sent

Friday, January 30, 2015 17:00

Dear colleagues,

Please find underneath the reply to the email no 907/19.01.2005.

Best regards,

Sent: Friday, January 30, 2015 16:57

Subject: RE: Contact for land border security within FRONTEX

My colleagues working in the operational domain are occupied with the operational tasks and they would prefer me to be the interface for topics related to research. In this regard, if you have specific questions, please address them to me. I will discuss them internally and come back to you.

Concerning the challenges you mentioned, the following identified ones could be taken into account:

Thank you for your email and I apologize for the delay in answering to you, due to a busy schedule.

- 1. The ever increasing number of people coming to the EU poses a challenge of having less time for the entire process of person identity verification and document authentication, and efficiently detecting the ones which should undergo a more thorough
- 2. Surveillance of certain types of borders cannot be done effectively without the deployment of non-stationary equipment. This is mainly due to either: a) high vulnerability of the specific border, b) terrain topography and weather conditions, and c) lack of basic infrastructure (e.g., roads, electricity, etc.).
- 3. An ever increasing demand for exchanging border security related information of various kinds at the EU-level poses a challenge in terms of: a) making existing systems interoperable, b) willingness to share information across the sectors and borders, (c) having a common understanding of the content to be shared
- 4. The ever growing amount of heterogeneous border security related data stemming from different sources (e.g. sensors) of varying reliability makes it difficult to efficiently process, analyze, fuse and convert it into actionable knowledge

Let me please recommend to you also the public documents elaborated by Frontex, which address the challenges requested by you:

- FRAN (Frontex Risk Analysis Network) Quarterly (Q1 and Q2 2014)
- WB ARA 2014 Western Balkans Annual Risk Analysis
- EB ARA 2014 Eastern European Borders Annual Risk Analysis
- ARA 2014 -Annual Risk Analysis

On the other hand please take into consideration that the responsibility for the control and surveillance of external borders lies with the Member States. On these lines you can contact also the specific authorities responsible for border control. For more information related to the mentioned authorities please refer to the Frontex website at:

http://frontex.europa.eu/partners/national-authorities/. Also be aware that your colleague Emmanuel Scorsone - participant in the Workshop on border checks FP7 projects (23 May) met with and has the contacts (which were shared among the participants) of the representatives of the MSs border guard authorities (and eu-LISA) present in the mentioned workshop.

You asked also some details regarding the "Smart Borders Package". It was proposed by the Commission in February 2013 and follows the European Commission (EC) Communication of February 2008 suggesting the establishment of an Entry/Exit System (EES) and a Registered Traveller Programme (RTP). The Smart Borders Package consists of three legislative proposals. It aims to improve the management of the external borders of the Schengen Member States (MS), manage irregular immigration and provide information on overstayers, as well as facilitate border crossings for pre-vetted frequent third country national (TCN) travellers.

In order to further assess the technical, organisational and financial impacts of the various possible ways to address these issues, the Commission subsequently initiated – with the support of both co-legislators – a proof of concept exercise aimed at identifying options for implementing the Smart Borders package. This exercise consists of two stages:

- 1. A Commission-led <u>Technical Study</u> aimed at identifying and assessing the most suitable and promising options and solutions, Based on this Study, the options and solutions to be tested through a pilot project are identified.
- 2. A Pilot project to be entrusted to the Agency for the Operational Management of large-scale IT Systems in the area of Freedom, Security and Justice (<u>eu-LISA</u>), aimed at verifying (in 2015) the feasibility of the options identified in the Technical Study and validating the selected concepts for both automated and manual border controls.

Other details and contacts are available also on eu-LISA's website, at <a href="http://www.eulisa.europa.eu/Newsroom/PressRelease/Pages/Delegation-Agreement-on-Smart-Borders-Pilot.aspx">http://www.eulisa.europa.eu/Newsroom/PressRelease/Pages/Delegation-Agreement-on-Smart-Borders-Pilot.aspx</a> .

Hoping that the above mentioned pieces of information will help you in your research work dedicated to border security, Best regards,

Research and Development Unit · Capacity Building Division
Tel:
From:
Sent: Tuesday, January 27, 2015 11:53
To:

Subject: RE: Contact for land border security within FRONTEX

Dear

I hope you are doing fine in this busy period.

Could you please share with me some of your contacts in land border security as we discussed over the phone ?

That would be great!

Many thanks in advance for your response.

Kind regards,

**From: Sent:** mardi 13 janvier 2015 17:35

Subject: Contact for land border security within FRONTEX

Dear

Many thanks for calling me back, it was great having some news.

All the best with the reallocation, moving offices and busy January!

As I mentioned to you on the phone, I currently work on building research projects dealing with land border security within the EU/Schengen area.

I wish to better understand challenges Europe faces today, and make sure research meet end-users needs and constraints.

In order to do so, could you please share with me some of your contacts I could discuss with ? You mentioned FRONTEX land border sector, that would be a great start!

You also mentioned a colleague working on ABCs (within FRONTEX?) and the new EU Lisa Agency I could contact to get their understanding of the great picture but also concerning "smart borders". Any other suggestion is welcome of course!

I very much thank you in advance for your response and time, have a nice evening,

From: (

Sent: vendredi 9 janvier 2015 16:22

Subject: Contact for land border security within FRONTEX

Hello

I hope you have been doing fine since our last meeting at the ED4BG in May!

My best wishes to you, hoping 2015 will bring you happiness and success from both a professional and a personal point of view.

On the other hand, would you have a minute for a brief phone call next week? Indeed, I would like to discuss with you some border security issues for 2015 and FRONTEX's contacts I could make to ensure research meets end-users in this field.

Many thanks in advance for your response and happy new year!

Best regards,



click on the picture above to view the e-card. In case the picture does not display please use the link <a href="http://www.arttic.eu/wishes/2015/">http://www.arttic.eu/wishes/2015/</a>

**ARTTIC** 

58A rue du Dessous des Berges F – 75013 Paris

Tel:

www.arttic.eu

Follow us on Twitter: twitter.com/ARTTIC RTD

## FW: Contact in FRONTFX?

Monday, October 26, 2015

17:08

Subject FW: Contact in FRONTEX?

From

Frontex

To Sent

Thursday, June 11, 2015 10:49

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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 11 June 2015 10:45

To: Frontex

Subject: RE: Contact in FRONTEX?

Many thanks. In the event that our proposal is accepted I will renew contact. Yours aye,

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

**Sent:** 10 June 2015 15:57

To:

Subject: FW: Contact in FRONTEX?

Dear Mr.

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 a proposal will be successful as a result of evaluation, 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).

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 companies/academia can meet Frontex community (experts, Member States Border Guard Authorities) and present their solutions/developments/ideas relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>) for the calls on these lines.

**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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:

Sent: 04 June 2015 16:00
To: director.capacitybuilding
Subject: FW: Contact in FRONTEX?

Sir, I would appreciate your assistance in pointing me towards the correct contact to discuss FRONTEX becoming a stakeholder in a project to assist the Italian Coastguard. Many thanks,

MARSS Ltd
Office:

Website: www.marss.com

From: (ESSENT: 04 June 2015 12:57

Subject: Contact in FRONTEX?

Hello

Some time ago I was your colleague on the ESRIF Maritime Border Working Group and I hoped that you might be able to help me as we try to make some of the ideas real.

Would it be possible for you to introduce me to the right person in FRONTEX to discuss an H2020 project with.

I trust that all is well and that you are settled back in SWE.

Best wishes,



Dear Mr.

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 a proposal will be successful as a result of evaluation, 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).

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 companies/academia can meet Frontex community (experts, Member States Border Guard Authorities) and present their solutions/developments/ideas relevant for the border security scope and discuss them. Please follow the News section of Frontex site (<a href="http://frontex.europa.eu/news/">http://frontex.europa.eu/news/</a>) for the calls on these lines. 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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From:
Sent: 04 June 2015 16:00
To: director.capacitybuilding
Subject: FW: Contact in FRONTEX?

Sir, I would appreciate your assistance in pointing me towards the correct contact to discuss FRONTEX becoming a stakeholder in a project to assist the Italian Coastguard. Many thanks,

	SS		

- Website: www.marss.com

From:

Sent: 04 June 2015 12:57

To:

**Subject:** Contact in FRONTEX?

Hello

Some time ago I was your colleague on the ESRIF Maritime Border Working Group and I hoped that you might be able to help me as we try to make some of the ideas real.

Would it be possible for you to introduce me to the right person in FRONTEX to discuss an H2020 project with.

I trust that all is well and that you are settled back in SWE.

Best wishes,

## FW: Cooperation offer from GM Shipping

Monday, October 26, 2015

Subject	FW: Cooperation offer from GM Shipping		
From			
То	Frontex		
Сс	HoRDU; director.capacitybuilding		
Sent	Monday, February 23, 2015 16:05		
Please s Best reg	olleagues, send the following reply to the email registered gards, representations: Frontex	in Frontex with 2233/12.02.2	015. Thank you.
To:			
Subject:	t: Soluzione al problema di Lampedusa		
your em and incl	Ar. (area)  You for your email of 12.02.2015. As we have alimail with the same content sent on 30.06.2014 )  Cluded your contact details in our database. In content in your email will be identified in Frontex, w	, we have taken note of it, dist ase any need in the scope of th	ributed it internally
Best reg	gards,		
Frontex	x "		
Sent: 12 To: direct	Registration 2 February 2015 10:41 ector.capacitybuilding t: Cooperation offer from GM Shipping		
		eg.No: 2233	
	onsible Organisation: Cc:		
Remark	rk:	Deadline:	
Remark	rk for staff member:		
Referer	ence: BAU		

## **Best Regards**

Oggetto:



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

DISCLAIMER: This e-mail message, including any attachments, cannot be construed as automatically constituting any form of commitment by Frontex, unless its contents clearly indicate otherwise. It is intended solely for the use of the addressee(s). Any unauthorised disclosure, use or dissemination, either in whole or in part, is prohibited. If you have received this message in error, please notify the sender immediately via e-mail and delete the e-mail from your system.

From: GM SHIPPING / Legal, Consultants, Accounting Desk Sent: 12 February 2015 09:11	
To:	
no 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	

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 pregio 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 allorquando 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.

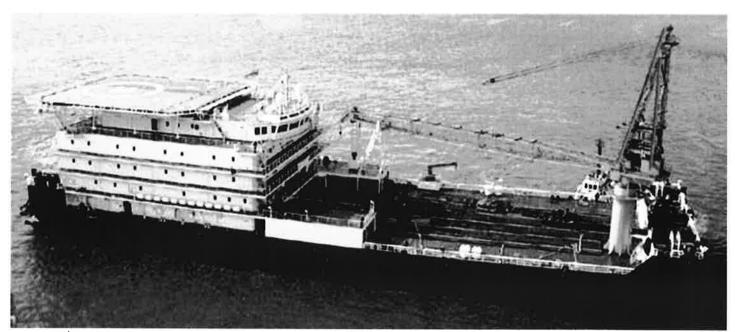
Finanche una puntuale operatività di soccorso vede la scellerata opzione di sovraffollamento del CPA, in condizioni di immediata massima urgenza.

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 (<u>e</u> <u>dobbiamo</u>) 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 <u>immediati ed anticipati</u>.

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 <u>documentati e giustificati</u>, trasparenti e <u>programmabili a lungo termine</u>, <u>coinvolgendo le istituzioni internazionali preposte</u>.

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.
GM
Via R. Elena, 24
74123 - Taranto - Italy
ph (
http://www.gmshipping.it