



ISSUE 6

Greece signs up for another Martello



RSD's Andy Wilkins was 'Salesman of the Month' during August when he brought home a £12million order from the Hellenic Air Force for yet another Martello 3D long range air surveillance radar.

Andy had the assistance in Athens of our local partners, Special Electronic Services SA (SES), who have ensured that Greece has been an ongoing source of business for RSD over the past few years.

This latest order confirms the Hellenic Air Force as one of the division's most important customers.

The picture shows (L to R) Colonel Spiros Georgiadis of the Hellenic Air Force, RSD Managing Director Alex Hannam, Theo Choidas of SES, Sales Manager Andy Wilkins and Commercial Manager Richard Lindsay after the contract signing ceremony in Athens.



Submarine Command Team Trainer

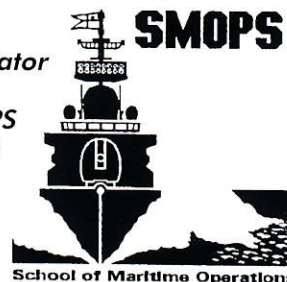


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New Simulator at SMOPS Page 8



GEC-Marconi

Simulation and Training win Submarine Command Team Trainer (SCTT)

S and T has been awarded the development and production contract for the control room element of the Swiftsure and Trafalgar class (Final Phase

update) Submarine Command Team Trainer.

The trainer accurately represents the submarines

control room, and provides a high performance, safe and secure training environment which is easily supported and containerised. It will be used to deliver command and weapon system training for the Royal Navy's latest class of hunter/killer (attack) submarines.

simulator - which models the new Thomson-Marconi sonar suite. These trainers will combine to form one of the most up to date submarine trainers in the world.

S and T are proud to be awarded this latest SCTT contract which continues a long association with the MoD and Royal Navy and reaffirms the company as a major simulation provider of high fidelity Command Team Training.

RSD Hands Over New ATC Radar System in Sudan

The Civil Aviation Authority of the Republic of the Sudan has accepted its first air traffic control radar system at Khartoum International Airport.

RSD has supplied co-located Surveyor primary and Messenger monopulse secondary surveillance radars which will be used to provide both terminal and en-route radar control services. The CAA intends to procure additional radar systems to achieve radar coverage of all the principal air routes within the Sudan Flight Information Region. The project marks the final stage of an extensive programme of ATC modernisation that includes the installation of navigational aids and an instrument landing system at Khartoum and a nationwide satellite data and voice communications network.

Sudan lies on the busy north-south air routes connecting Europe and the Mediterranean with East and Southern Africa and, more importantly, will generate considerable revenues from the expansion of the ATC services it is now able to provide, thus contributing greatly to the nation's economic development.

David Brocklebank, Sales Manager ATC and Alan Nicholls, Contract Administrator ATC, attended a breakfast ceremony on the airfield to commemorate the occasion. Over 500 CAA employees were present to hear the Minister of Aviation, Tigani Adam Eltahir and the CAA Director General, Dr Shamboul Adlan, present their plans for the future and acknowledge the significant achievements already made.

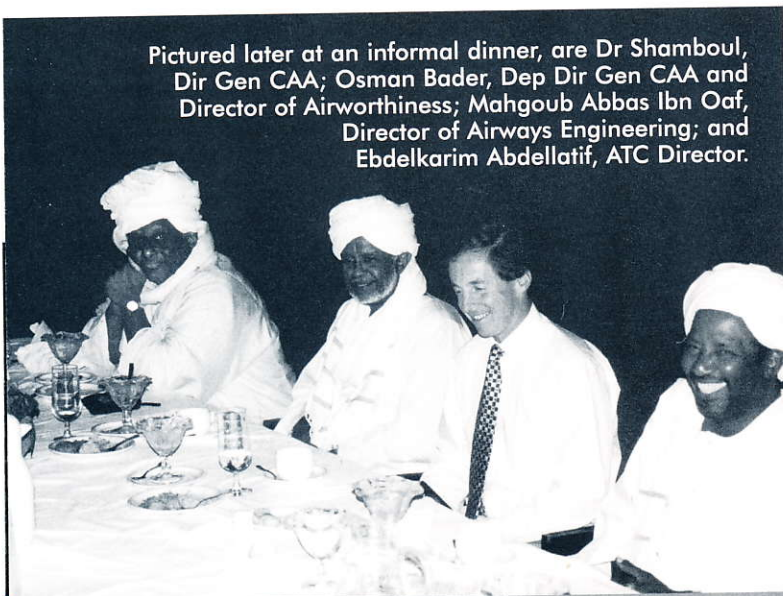
S and T awarded the Anti-Air Warfare Onboard Trainer (AAWOBT)

S and T has been selected to provide an Anti-Air Warfare Onboard Trainer (Outfit HRV). This contract is for the supply of 8 systems, for installation onboard Type 23 and Type 22 ships.

The Radar Simulator will provide comprehensive video generation for on-board continuation training. The equipment has been shown to be fully compatible for safe and effective use with the radar types specified, the related radar distribution configurations and the associated equipments applicable to the various classes of ship.

This contract secures S and T's leading position in the supply of Naval Training and Simulation.

Pictured later at an informal dinner, are Dr Shamboul, Dir Gen CAA; Osman Bader, Dep Dir Gen CAA and Director of Airworthiness; Mahgoub Abbas Ibn Oaf, Director of Airways Engineering; and Ebdelkarim Abdellatif, ATC Director.



RSD Customer Services has a Face Lift

The Headquarters of RSD Customer Services in Chelmsford and its operational sites in Leicester and Frimley, have all been the focus of extensive building refurbishments over the last nine months.

Elettra House in Chelmsford occupies a prime site on the edge of the town and is the first GEC-Marconi building to be seen by many visitors arriving in the area. It was opened in 1963 as headquarters of the Marconi International Marine Company. That company left the site in 1991. Three years later and in a derelict state the building was once again occupied, this time by the Customer Services support organisation of RSD. In 1996 work commenced on refurbishing the interior of the

building. In less than a year the reception area and the second floor have been completed and work is now under way on the first floor. Work done so far has created a building that befits its position and is a very pleasant working environment for its staff.

Radar Customer Services establishments at Frimley and Leicester are now also coming to the end of their refurbishment work. They have new furniture, carpets and decor. The same as that which is being used throughout Customer Services to maintain a consistent image, and to reinforce the concept that the sites are all part of one business.

"Elettra House Before and After the refurbishments"



BATES GOES INTERNATIONAL!

JWID is a major annual Joint NATO demonstration, aimed at advancing Interoperability between disparate NATO Command, Control, Communications, Computers and Intelligence (C4I) systems. The event provides an opportunity for a wide range of (C4I) technology advances to be evaluated within a realistic tactical scenario, and for vendors to demonstrate products and systems that add value to the military commander.

JWID '97 was held from 14th to 31st July 1997, with the UK element taking place at Blandford Camp in Dorset.

As their contribution to the event, GMRDS CIS Division provided a demonstration of interoperability between their Battlefield Artillery Target Engagement System (BATES) and the US AFATDS Artillery Fire Control System. The BATES/LACS equipment was connected to a LAN at Blandford which was in turn connected to the US LAN at Fort Gordon, USA, via a satellite link.

Key operational benefits which CIS were able to demonstrate during the event included:

- ◆ Real Time transfer of Artillery Fire Missions between British and American Artillery units.

In an actual engagement this would allow a coalition commander to make maximum use of the artillery assets under his command, and minimise the chance of friendly fire incidents.

- ◆ Demonstration of a COTS based Situational Awareness terminal, providing access to previously 'BATES only' information to other interoperating units. This integration of a 'legacy' system into a COTS based architecture provides a cost effective approach to developing Integrated Battle Management Systems.
- ◆ Successful testing for Year 2000 compliancy with BATES and AFATDS.

- ◆ Interoperability between BATES and the French and German artillery fire control systems.

Over 700 formal visitors (including Press and TV) toured the demonstrations. As well as UK visitors there were groups from USA, Canada, Italy, Germany, Australia, Bahrain, Brunei and other countries. The GEC-Marconi demonstration was recorded by the BBC for World Service Television and was screened on 5/6 August.

JWID is growing in importance as far as Procurement is concerned and all the PE, OR and sponsors were represented. The occasion was an excellent opportunity to meet senior decision makers from UK MoD and some from overseas. Planning has already started for JWID '98 in order that GEC-Marconi has the most relevant demonstrations aimed at meeting future defence requirements.

International Police & Security Exhibition

GEC-Marconi Secure Systems were amongst the 153 exhibitors at the International Police & Security Exhibition held at the Cardiff International Arena from 1-3 July 1997. Attendance was slightly lower than last year when the same exhibition was held at the G-MEX Arena in Manchester, which may have been due to the location not being central enough.

Products exhibited by Secure Systems included BRENT, the secure ISDN telephone developed for Government and Police users; MASC, the secure radio system in widespread use by UK police forces; "Session Key", a PC Card which protects information stored on PCs, along with services provided by our consultancy group at Secure Systems.

The exhibition stand was manned by Ian Clark and Steve Crozier throughout the 3 days, with Tracey Segar in attendance on the last day; all representing the Sales & Marketing Department at Secure Systems. No definite plans have been made as yet to exhibit at next year's Expo, to be held at the Birmingham NEC, so watch this space!!!

Defence Control Systems were among over 130 exhibitors at Fire '97 in Bournemouth between 15-17 September. The show covers fire-fighting, prevention and protection equipment and services to the Fire Brigade. Our participation was intended to maintain DCSD's profile as a leading supplier of IT solutions to the Fire Service.

The level of interest was very high and serious enquiries were received from over 25 UK Fire Services and a number from overseas in response to the exhibits displayed.

The GEC-Marconi stand was both well positioned and well designed and offered a quality platform to display our exhibits.

These included a Mobile Data System to provide in-cab fire-fighting equipment, a Management Information System to provide management and administration support for Fire Brigades, Intranet capabilities and an advanced address matching program used for the accurate location of incidents.

FIRE '97

Diamond Back Launched at United States Air Force Fifty Exposition

GEC-Marconi Dynamics Inc., Westlake California, scored big with Diamond Back at the US Air Force National Convention and Exhibition in Washington DC September 15-17th. Diamond Back a new diamond shaped wing kit being developed by Marconi received visits and favourable comments from the new USAF Chief of Staff, General Michael Ryan, The Commander of the Air Combat Command, General Richard Hawley, and the Commander of the Air Materiel Command General George Babbitt.

Diamond Back is now undergoing technical evaluation by the US Air Force Wright Laboratories at Eglin air force base and by several major US primes for application to the Joint Direct Attack Munition, the Wind Corrected Munitions Dispenser and the Small Bomb System. The unique kits offers compact storage of a high performance folding wing promising folding wing promising extended range and standoff for a variety of low cost accurate glide weapons.

The Vice President for Business Development at Marconi Dynamics, John Shmoldas,

states that he plans to be under contract for a full scale wind tunnel test before the end of this year and for a flight demonstration on a 250 pound penetrator next year.

The project is managed by John Cleveland and the Project Engineer is Hank O'Shea.





The Brunei Delegation visit to the GEC-Marconi stand at RNBAEE '97

The third combined Royal Navy and British Army Equipment Exhibition was held during the first week in September at Farnborough.

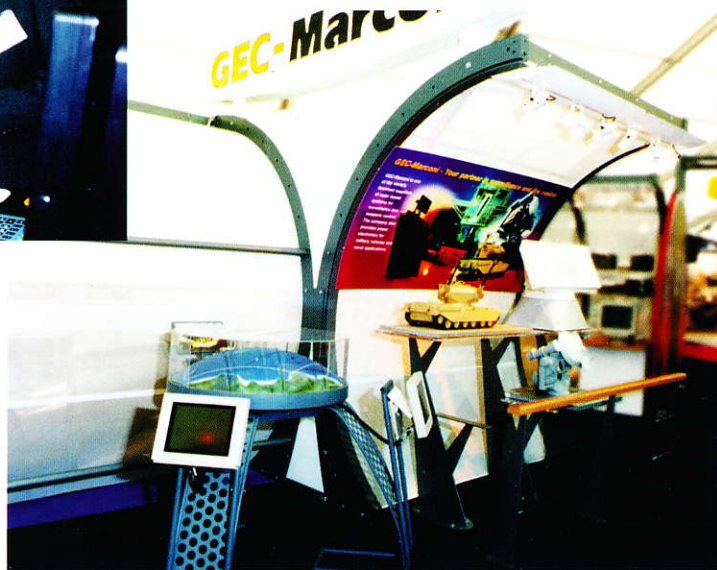
In what turned out to be a particularly sombre week for the nation, a high degree of professionalism was maintained by those members of staff attending from the six participating GMRDS divisions.

Many senior level delegations from across the globe were received on the GEC-Marconi inside and outside stands and at Portsmouth on board the Royal Navy's Type 23 Frigate, HMS

Lancaster, where Radar Systems Division had Chris Drewer and Richard Naden posted in the Ops Room; also on the Minesweeper, HMS Cromer, where CIS personnel Mike Critchley, David Hall and Chris Norsworthy were in attendance. The many visitors including high ranking officials from the armed services of Brunei, Malaysia, South Korea, Oman, UAE plus key members from the

Horizon Project, were introduced to the wide ranging capability of GMRDS. This was manifested in products including the Sting Ray torpedo, the Overseer and 1850 surveillance radars; the Marksman anti-aircraft gun turret, the Nautis 2 C² system, simulation and training presentations; and of course Lancer, the armoured reconnaissance vehicle.

Farnborough! Not the Air show? Then it must be **RNBAEE!!!**



The exhibition was not without one of those occasional surreal moments which make weary stand manners pinch themselves to make sure they are not suffering from severe exhibition fatigue. A protester had slipped away from his colleagues chained to the perimeter fence of Farnborough and managed to gain access to the exhibition site. Once inside, he stationed himself atop one of the many stands and refused to would not budge. Needless to say, there were numerous "helpful" suggestions on how he could be assisted down from his precarious perch, but it was psychological warfare involving supermarket muzak played at volume which finally dislodged him.

Intrusions aside, the key people were seen and the intended messages communicated successfully. This was due to a great effort by all those involved from GMRDS in the smooth running of the GEC-Marconi stands and chalet. *Good show!!!*

CIS Launches Naval Flat Screen Demonstrator at RNBAEE

CIS launched its latest Naval Flat Screen Demonstrator at RNBAEE. It uses the proven Nautis 2 Naval Command & Control Software with modifications to utilise the latest flat screen technology, with twin 16" flat screens showing the Naval Surface/Subsurface Picture, as well as a range of information provided in text and tabular form.

The system has been produced by GEC-Marconi's CIS Division based in Frimley. Meyrick Williams, the Managing Director of CIS said "By using Nautis 2 as a base, we retain all the benefits of proven software. The use of the

latest flat screen technology provides significant reductions in the space required to house the system, and provides for innovative designs for future operations room layouts. This is clearly an advantage on warships, where space is always at a premium."

This evolutionary approach to maintaining systems effectiveness through continuous introduction of new facilities or technologies reflects GEC-Marconi's view of the future trend in Naval Command & Control Systems, and the use of COTS technology.



New Team Players

Alan Wiltshire

Sales Manager, UAE and Qatar, Dynamics Division

Alan joins Dynamics from Defence Systems and will be responsible for developing the PGM and Brimstone prospects within Qatar and the UAE respectively. His 20 years of project management and support experience spans the telecoms, industrial and defence sectors, successfully meeting company and customer expectations.



Paul Mottershead

Marketing Analyst, Dynamics Division

Paul joined Dynamics in August from Racal-Decca Marine where he was a Marketing Officer. Paul's primary responsibility will be for publicity material and the research, maintenance and generation of marketing analysis and intelligence.



Mark Hogan

Sales and Marketing Support, Dynamics Division

Mark is a business graduate who has recently joined Dynamics from the sales team at CIS Frimley. Mark's primary responsibilities will include providing sales projection data and market analysis and intelligence.



Paul Robinson

Marketing Officer, Radar Systems Division

Paul joined RSD in September 1997. He was previously with Hillend Operations where he started out as a Graduate and spent two years as part of their Business Development Team. In his new role, his key task will be to develop marketing information for RSD.



Sponsorship of Internationale FC

GEC-Marconi has sponsored the RAF Kinloss, Nimrod Software Team (NST) football team, Internationale FC over the past 2 years and is continuing this support over the 1997 season. The GEC-Marconi support has provided the team with new strips and some operating cash enabling them to compete in the Forres and District Welfare Football Association League.

Internationale FC convincingly won the league, becoming the first service side to win the title in the 36 years of the competition. The team's ambitions this year lie in a league and cup double, which could result in a possible European tie against Barcelona (Elgin Welfare) or Lazio (Nairn and District).



New Presentation Facilities at Eastwood House

With the completion of the new GMRDS Boardroom and upgrades to the existing facilities in the Chelmer Suite, Eastwood House has arguably the finest presentation facilities anywhere in GEC-Marconi.

The Boardroom has a purpose built presentation wall incorporating back projection large screen display, audio speakers, concealed white board and flip chart. The projector has inputs from 1 fixed PC and up to 2 'guest' PCs, video player and a document visualiser. Source selection and operation of the projector, room lights and curtains are integrated in a programmed controller that enables all functions, including the progression of PowerPoint slides on the fixed PC, to be managed from a simple hand held remote control. A touch screen is also available should a greater degree of control be required.

The Chelmer Suite now has a similar functionality (though it uses front projection) and can be arranged with theatre style seating. Audio enhancement is available to ensure that sound is distributed to all members of the audience.

Visitors, external and internal alike have been impressed at the steps that have been taken to enable us to make our presentations as impressive and professional as possible.

EASAMS working with the 4th Emergency Service

In July, EASAMS BSD secured a contract worth £570K to implement the Oracle HRMS (Personnel & Payroll) Package for the AA. The implementation includes Configuration of the Standard Package, Interfaces, Data Conversion, Reports and some bespoke work and will be performed by a joint project team from Warrington and Watersedge based at the AA offices in Basingstoke.

The project commenced in May with a series of Workshops to determine the Configuration required and will continue through to May 1998, with the functionality being delivered in two phases. The first phase will include the Payroll functionality, the basic

Personnel information and some of the interfaces. It is intended that this phase will go live in April 1998. Phase 2 includes Oracle Training Administration as well as some additional interfaces and bespoke work.

The new package will replace two separate packages which the AA currently have to run their HR and Payroll systems. The system will also be integrated with the Oracle Financials package which the AA already have, reducing the amount of data being maintained on separate systems. The final solution will be a fully integrated HR and Payroll package to take the AA into the next millennium.

DCSD Win Contract with Tyne and Wear Metropolitan Fire

DCSD have recently won a contract to supply Tyne and Wear Metropolitan Fire Brigade with a new Mobilising and Control System. The contract was awarded after a rigorous evaluation procedure, successfully carried out by members of the Civil Systems Group and two members of Nottinghamshire Fire and Rescue Service. The Brigade

reported that the DCSD presentation was the most professional of the five they received and was a major factor in their selection of DCSD. The contract is for the supply of a Mobilising System, Integrated Call Concentrator, Geographic Information System, Management Information System and Fire Station Equipment.

Air Attaches visit S and T at Donibristle

A group of eleven London based Air Attaches visited S and T at Donibristle on August 20th for a briefing on training simulation capabilities in general but with particular reference to aircraft training systems. The Attaches, all Colonels, were hosted by Sq Ldr Green and Flying Officer Hall of the Royal Air Force. Great interest was shown in all activities but the visitors were most impressed with the understanding, by Simulation and Training, of their specific needs.

Demonstrations included in the visit were visual simulation (the Swiss Attache recognising the Swiss town in the data base) and the Challenger 2 tank driver simulator. Experiencing just how difficult it is to get in and out of a

tank the unanimous verdict from the guests was they were glad they had joined the Air Force and not the Army! In general discussion many questions were posed but a leading query concerned GEC-Marconi's position within the European Defence Industry in the face of the consolidation taking place in the USA.

At the end of a successful visit S and T had made some new friends and there is a strong possibility this will become an annual event. A plaque from the Air Attaches Association was presented to mark the event. After leaving S and T the group planned a visit to the Edinburgh Tattoo and a distillery the day after. Next year S and T plan to get them on the Whiskey Trail!

Combined Tactical Trainer Stage 5 Contract Awarded

Simulation and Training Division has been selected to provide an Operations Room Simulator for the Type 23 Frigate. It was won in the face of stiff competition and secures our position as

the leading supplier of Naval Trainers. The contract award marks the culmination of over six years of studies and competitive tendering.

Sea Sprint on Show at RNBAEE

At RNBAEE, Dynamics Division displayed a new missile system known as Sea Sprint. Based on the highly effective ADATS, Sea Sprint will be proposed for the Inner Layer Missile System (ILMS)

together the expertise and technologies of the Dynamics and Radar Divisions of GMRDS; Oerlikon Aerospace of Canada (OA); Lockheed Martin Electronics & Missiles of Orlando USA(LM); and VSEL of GEC-Marconi. Additional companies from France and Italy are expected to be involved at a later stage.

GEC-Marconi will be the Prime Contractor and responsible for the UK missile assembly, the navalisation of the turret and the



required for the Anglo-French-Italian Common New Generation Frigate (CNGF), project Horizon.

Modelling of ships' defences against high speed, highly manoeuvrable, sea skimming missiles, (based on GEC-Marconi's experience with PAAMS) indicates that Sea Sprint will be an ideal 'off-the-shelf' candidate for the ILMS mission.

The Sea Sprint team, lead by Dynamics Division, brings

design of a new barrette as well as the C2 system and its integration into the ship. Lockheed Martin will be responsible for the missile and electro-optic system design and OA will act as the electronics systems and launcher unit integrator.

The heritage of ADATS, produced by Oerlikon Aerospace, includes an outstanding performance record with a mission success rate of 92% in over 200 live firings. Sea Sprint will have a speed of Mach3+, manoeuvring at 60g with a 12.5kg warhead and a range out to 10km which makes it a very effective system in defeating all threats specified in the terminal ship self protection envelope. These combined characteristics make Sea Sprint the ideal candidate for the ILMS mission.

CTT5 will be installed at the Royal Navy's School of Maritime Operations (SMOPS), at HMS DRYAD, Portsmouth, recently visited by our Group Managing Director Peter Brown.

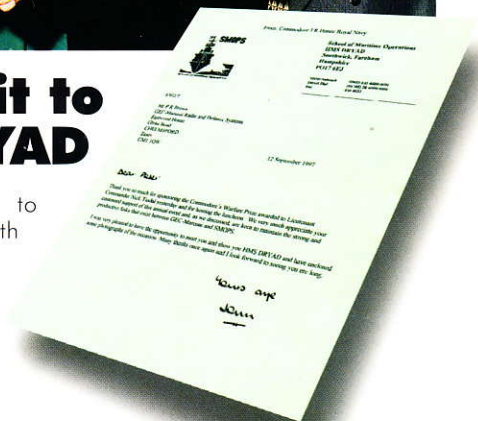
The Simulator comprises a full high fidelity representation of the Type 23 Operations Room which will be integrated with the existing Type 42, Type 22 and ADAWS MoD Operations Room Simulators at HMS DRYAD. This trainer complex will provide force and team training for the operators of the ship's Combat System in a multi-platform, multi-threat environment. Opportunity is also being taken to replace the obsolete command and control facilities with more modern reliable equipment.

The award of this contract endorses the position of Simulation and Training as a leading supplier of Naval Training and Simulation Systems.



MD's Visit to HMS DRYAD

During his visit to HMS Dryad on 11th September, Peter Brown looks on as the Commodore's Warfare Prize sponsored by GMRDS is presented to Lieutenant Commander Nick Tindal.



Locked On!

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