



in support of complex technical systems



**SMEs ,Defence Contractors, EDA, and some ideas important for  
cross border trade**

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# Background Syntell

- ◆ **Founded 1995 based on major orders from Swedish Defense and Industry.**
- ◆ **HQ in Stockholm. Syntell UK formed in 2002, Syntell Germany in 2006, Syntell East in 2009.**
- ◆ **Syntell & Partners, an International Partner Alliance formed in 2004.**
- ◆ **Based on international standards and leading know-how within**
  - Systems Engineering and Systems Thinking**
  - Life Cycle Management**
  - Change Management**
- ◆ **Capability to deliver consulting services, training and systems on the international marketplace.**



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# SMEs, Defence Contractors and DPOs

- ◆ In the defence sector DPOs and Defence Contractors are normally large in size and therefore more engaged in system integration and/or turn-key operations
- ◆ In many cases, therefore SMES are well suited to be part of the subcontracting network of Defence Contractors
- ◆ SMEs are very often interested in and increasing their presence in export markets, but lack necessary contacts and inroutes
- ◆ But there are some very important exceptions
  - ◆ *Spearheading Consulting and and Service providers which very often are big enough and in particular skilled enough to be partnering with DPOs in their own right –and of course with Defence Contractors.*
  - ◆ *These are very often unique-handling many disciplines as requirements, security, logistics, engineering, information, acquisition management etc*
  - ◆ *High Tech Product Suppliers with specialized know-how which requires direct contacts with DPOs*



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# Some key competence areas for advanced SMEs

- ◆ **High-quality support to government agencies and industry in analysis, design, development, and deployment**
- ◆ **Spearheading expertise in acquisition management and software development**
- ◆ **Specialists in frameworks, infrastructures and secure solutions (safety & security), man-machine design, information management, life-cycle costing and logistics**
- ◆ **Pioneers in modelling and simulation, systems engineering and systems integration**



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# New conditions and environments for making business

- ◆ **International trends and increased cross border markets in Europe**
- ◆ **EDA new player promoting increased European collaboration**
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# Cross Border Operations and EDA

## Some Important Problems

- ◆ *Established subcontracting network with big contractors*
- ◆ *Important non-tariff barriers, certification and security issues, national preferences etc*
- ◆ *DPOs unwilling to contract SMEs directly-only through major contractors*

## Some important solutions to be supported by the EDA

- ◆ *Allowing SMEs and alliances of SMEs to compete for bigger contracts*
- ◆ *Coordinated action within Europe to increase cross border trade for SMEs*
- ◆ *Partnership between SMEs and Defence Authorities increasing the capability of public procurement*
- ◆ *Increased opportunities for SMEs to participate in R&T programs across borders strengthening the EDITB*



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