

Client

Globalert White Paper

1 Introduction

In order to confirm that the consortium have understood the client Customer Engagement correctly, and that the offering we are constructing is along the lines intended and signposted at that event, we ask for your consideration of the observations which follow.

2 Globalert Consortium

Established by Marine Risk Management the consortium includes two major defence companies who develop and deliver the most innovative and capable solutions in the maritime patrol industry.

- **Marine Risk Management** – Established in 1986, MRM has been serving the International Maritime Community for the past 28 years. Recognised as the leading authority on Maritime Asset Recovery, MRM has successfully recovered almost 150 merchant vessels globally for all the major Ship Finance banks. Operating a Counter-piracy service since 1995, the Company has developed exceptional abilities in this area of operations, including detection, identification and tracking actual and potential irregularities within the commercial maritime domain.
- **Lockheed Martin** - The largest defence company in the world with a significant UK presence, LM provides a high calibre, flexible, multi role mission system which has been developed for the Royal Navy's Maritime Merlin Mk 2 helicopter for which it is the Prime Contractor. The system is configured for future integration of enhanced capabilities provided by technology based innovation or additional, customer driven, tactical requirements. All airborne solutions are delivered with a guaranteed installed performance which meets exacting customer driven requirements.
- **Marshall Aerospace and Defence Group** – established in 1909, now the largest privately owned Aerospace company in Europe offering interoperable solutions across Air, Land and Sea with a long history of serving the UK Military. Responsible for modification and maintenance of the air platform Marshall also offer interoperability with land communications capability such as the ground based FOB solutions currently in use by the UK RAF Sentinel fleet. Marshall ADG certify, install and deliver surveillance aircraft internationally and are responsible for support of the UK RAF Hercules fleet of aircraft.





3 What we Offer

Globalert offers leased pay by the hour airborne C-3 ISR capability designed and integrated to your specification with leading sensor equipment integrated onto the most appropriate airframe(s) to suit your requirements. We offer turnkey maintenance support and can provide mid-life technology refresh to provide capability which keeps up with advancements in technology. Globalert can operate the asset under your guidance and also take care of airworthiness, maintenance and upgrades.

4 Sensors and Equipment Configuration

The core consortium members remain agnostic to sensor and platform providers preferring to provide the most appropriate solution for each customer, however in the Maritime Surveillance Industry certain configurations have emerged as industry leaders.

A typical hardware configuration could include:

- The mission system developed, proven and in-service with the UK Navy's Maritime Merlin Mk 2 Helicopter fleet with real time, data flow. As future upgrades are developed for the Merlin Mk 2, parallel customers including Globalert and its customers stand to benefit directly from the associated mission system enhancements. Existing key features which may be of interest to the client specification are:
 - Correlation (fusing) of radar, AIS and EO/IR contacts to aid with identification.
 - Cross Cueing between radar and EO/IR which effectively slews the EO/IR camera onto selected radar targets
 - Real time data transfer through Line of Sight or SATCOM
 - Autotracking of all radar targets
 - Evidential recording
 - Digital mapping which underlays the tactical picture generated by the mission computer and displayed on the operator consoles.
- Selex-ES Seaspray 7000 series AESA radar for ITAR free radar provision
- EO/IR Capability from Wescam Mx15 or FLIR as suppliers for EO/IR capability.
- SATCOM and interface to satellite data
- Line of Sight Tactical Radios
- C-3 Ground Support
- Optionally we may offer unique UK developed SIGINT capability for free trials – ITAR free technology rivalling for the first time the UK
- All certified and installed by Marshall on the Beechcraft King Air 350ER Platform as the value aircraft supplier with up to 10 hours endurance pressurised and air conditioned to enhance the operator endurance - this is the smallest performing aircraft which can sustain this environment.

5 Typical Uses

This configuration is typically used to counter illegal fishing, ivory and rhino poaching, terrorism, Human Trafficking, Piracy, Drug Trafficking, Search and Rescue, illegal weapon movements, oil spills and illegal immigration as well as cross agency law enforcement.



6 Cost & Risk

As we are using leading edge but still well proven equipment we will deliver a low risk cost effective solution and if you take up the option of a service provision the risk of ownership, maintenance and technology refresh is taken off your hands and dealt with by the consortium. You will have a one stop shop for all your future needs through to 2025.

Including the mid-life technology refresh the cost will likely be in the region of £X,XXX per hour based on 1000 hours per year, subject to a sliding scale based on greater usage.

We look forward to hearing more about your intended conops in order to further refine this.

7 Additional Information

If you would like to talk with us about additional information, or would like to engage us to help flesh out the concept of operations which will inform the number of platforms required then please contact us for a no obligation discussion.

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