

## Case Study: CASSIDIAN SYSTEMS

### CASSIDIAN SYSTEMS

Cassidian Systems, an EADS Company, is a worldwide leader in global security solutions and systems, providing lead system integration and value-added products and services to civil and military customers around the globe.

Cassidian works in the areas of information infrastructure, mission systems, global security and secure networks, cyber security, air and naval defence, manned and unmanned systems, defence concepts, experimentation and public safety.

In 2009, Cassidian – with around 28,000 employees worldwide – achieved revenues of € 5.4 billion. It is the second largest division within the EADS Group with sites in Europe, America, Asia and the Middle East.

*“IPL is our strategic software partner. ... IPL's track record of delivering high quality, leading edge software will be vital to us.”*

**Mike Greenway OBE;**

Senior Commercial Consultant,  
Cassidian



### Strategic software partnership

#### The challenge

Cassidian Systems in Newport, Wales, is the Systems House for EADS. The Cassidian Systems vocation is to create complete communication and information systems solutions. Cassidian Systems has a growing reputation as the partner of choice in the defence and homeland security markets and is a leading UK supplier of secure end-to-end communications to the MoD.

As demand for its services and products have grown, Cassidian Systems has expanded rapidly to its current size, and now employs over 700 staff on its Newport sites. Key to this expansion has been the ability to rapidly define, develop and deploy new secure communications technologies. Cassidian Systems identified the ability to develop leading-edge, mission-critical software as being vital for its future success.

#### The solution

In order to satisfy its software requirements, Cassidian Systems selected IPL as its strategic software partner. Under the terms of the partnership, IPL provides a comprehensive range of software services, ranging from consultancy support at the bid stage, through full life cycle development, followed by in-service support. IPL's skills and experience in high integrity telecommunications, defence and security software fit perfectly with Cassidian Systems' secure communications and information systems business focus.

Through its partnership with IPL, Cassidian Systems has been able to react quickly to the demands of its clients and bring IPL's expertise and resources to bear on its strategic programmes. IPL has played a key role in assisting Cassidian Systems in a number of ways, including:

- **Fixed price development:** IPL designed and developed the application software for a significant MoD system, which ensures data security for UK military and civil government operations. This project was valued at over 15M and, at its peak, involved over 60 IPL staff. The system has been successfully integrated with Cassidian bespoke hardware and is now in service on a number of sites. IPL has provided a long-term dedicated support service for this system.
- **On-site assistance:** IPL's substantial staff resources allow us to quickly provide the appropriate expertise to assist Cassidian in its in-house programmes. IPL's highly motivated staff have the necessary sector and technology expertise to rapidly become productive within Cassidian's project teams.
- **Work package development:** IPL's secure office accommodation in central Bath provides the ideal infrastructure for the development of software-based work packages for Cassidian.
- **Consultancy:** IPL provides consultancy in the cryptographic arena to both Cassidian and through Cassidian to the UK MoD. IPL's consultants can also advise on other specialist sector and technology topics.
- **Bid Support:** IPL staff have been entrusted with contributing to a number of Cassidian's proposals and pre-qualification exercises.

## The highlights

Cassidian Systems remains committed to the long-term provision of homeland security and public safety solutions for the UK. In an increasingly complex world, the requirements of the armed forces, homeland security, public safety authorities, civilian and governmental customers, have changed from platforms to complete systems solutions necessitating the role of the large scale system integrator.

Using its large portfolio of civil and military technologies, complemented by selected partnerships, including IPL, Cassidian Systems has designed and produced a complete portfolio of security solutions in line with national governments' exceptionally demanding expectations.

IPL has played a key role in Cassidian's expansion and success for over fifteen years and is proud to have been selected as the strategic software partner to help Cassidian fulfil its long-term business objectives.



## About IPL

Founded in 1979, IPL has a long history of successfully delivering excellent value consultancy and end-to-end solutions to both the public and private sectors.

IPL's consultancy is renowned for its quality and value. Our consultants are talented and independent-minded individuals with extensive industry experience. We consistently exceed our clients' expectations through a combination of imaginative thinking, managerial and technical expertise and many years of systems engineering experience.

IPL's track record in end-to-end solutions development is exceptional. Our proven development methodology allows us to cut through technical complexity, manage risk and completely focus on delivery. We consistently deliver reliable, efficient and accurate systems to a precise schedule.

IPL is an ISO 9001:2008/TickIT and ISO 27001:2005 accredited company, having a permanent workforce of 280, revenues of ca. £28M p.a. and 40,000 sq ft of secure office space in central Bath.

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