

Case Study: EADS Defence and Security Systems

EADS

EADS is a global leader in aerospace, defence and related services. The Group includes the aircraft manufacturer Airbus, the world's largest helicopter supplier Eurocopter and EADS Astrium, the European leader in space programmes from Ariane to Galileo.

EADS is the major partner in the Eurofighter consortium, develops the A400M military transport aircraft, and holds a stake in the joint venture MBDA, the international leader in missile systems.

The Group employs about 116,000 people at more than 70 production sites, above all in France, Germany, the UK and Spain as well as in the U.S. and Australia. A global network of more than 30 Representative Offices maintains contact with the customers. In 2006, the company generated revenues of € 39.4 billion.

"IPL is our strategic software partner. As we transition to become the UK systems business of EADS, IPL's track record of delivering high quality, leading edge software will be vital to us."

Mike Greenway – Commercial Director, EADS



Strategic software partnership

The challenge

EADS Defence and Security Systems (EADS DS) is the UK systems house of the European Aeronautic Defence and Space (EADS) group. EADS DS is the UK's premier supplier of secure data communications systems and equipment to the UK government, in both the defence and civil sectors.

As demand for its services and products have grown, EADS DS 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. The ability to develop leading-edge, mission-critical software is vital for the future success of EADS DS.

The solution

In order to satisfy its software requirements, EADS DS 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 in telecommunications and defence software fit perfectly with EADS DS's secure communications business focus.

Through its partnership with IPL, EADS DS has been able to react quickly to the demands of its clients and bring IPL expertise and resources to bear on its strategic programmes. IPL has played a key role in a number of EADS DS projects, including:

- Fixed price development: IPL designed and developed the application software for the General Key Management (GKM) 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 EADS DS bespoke hardware and is now in service on a number of sites. IPL, in close collaboration with EADS DS, provides 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 EADS DS in its in-house programmes. IPL's highly motivated staff have the necessary sector and technology expertise to rapidly become productive within EADS DS'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 EADS DS.
- Consultancy: IPL provides consultancy in the cryptographic arena to both EADS DS and through EADS DS 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 EADS DS's proposals and pre-qualification exercises.

The highlights

EADS DS 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, EADS 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 EADS DS's expansion and success over the past nine years and is proud to have been selected as the strategic software partner to help EADS DS 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 ISO9001:2000/TickIT registered company having a permanent workforce of 240, revenues of ca. £21M p.a. and 40,000 sq ft of secure office space in central Bath.



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