

DETECTION SECTOR OVERVIEW

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The Detection Sector

- A Collection of firms engaged in RDT&E, Production, and/or Sales of:
 - Chemical Agent Detectors (Point and Stand-off)
 - Biological Agent Detectors (Point and Stand-off)
 - Reagents and Consumables for Biodetection
 - Aerosol Collector/Concentrators
 - Radiation Detectors
 - Radiation Dosimeters

Detection Sector Companies

Agilent Technologies	CUBRC	Integrated Photomatrix Inc.	Services Inc.
Alexeter Technologies	Draeger Safety Inc.	ITT Advanced Engineering & Sciences	Scintrex Trace Corporation
Avir Sensors	Dycor USA	Johns Hopkins University/APL	Smiths Detection
Battelle	Georgia Tech Research	LGS Innovations	SRI International
Bruker Daltonics GMBH	Institute	Lockheed Martin Corp.	TDA Research, Inc
CACI, Incorporated	ICx technologies	Lockheed Martin - MS2	TNO-Defence, Security & Safety
Camber Corporation	IDS Intelligent Detection	MesoSystems Technology Inc.	TSI Incorporated
CDS Analytical Inc.	GE Security	Proengin Inc.	Veridian Corporation
Cepheid	Innovative Biosensors, Inc.	Schwartz Electro-Optics Inc.	V.F. Warner & Assoc. Inc.
Constellation Technology	Invitrogen Federal Systems	Science & Engineering	Viking Alliance International Ltd.

What We Do

- Research, Development, Test & Evaluation, and Production of:
 - New technologies and/or technology insertion
 - Developmental prototypes
 - Fully-fielded devices and systems
- Systems integration

Our Customer Base

- Department of Defense
 - All 4 Services, to include Guard / Reserve Units
 - Specialty Units (TEU, CBIRF, WMD-CSTs, etc)
- Department of Homeland Security
 - DHS S&T
- First Responders
 - Law Enforcement
 - Firefighters

Sector Objectives

- Provide the U.S. / State / Local Government and First Responder community the best available, state-of-the-art technologies for rapid detection and confirmations of CBRNE threats
- Assist our customer community in making rational acquisition decisions based upon technical capabilities and operational considerations
- Assist in development of Detection CONOPS

Detection Sector Concerns

- Program slips to the right: delays of RFP, changes in requirements, scope creep, linkage of detection to major systems in questionable status (Fox, Stryker NBCRV, etc)
- Importance of Industry's understanding current / future Detection CONOPS (battlefield, homeland defense, or both) in order to develop and bring forward the *right* Detection products: C+B+R/N in one package may provide a sub-optimal solution to all three problems; system integration and data fusion may be the better solution
- Technology Insertion: government may not be realizing the full advantage that new technologies could bring due to the current amount of government and contractor testing required for an incremental improvement
- Testing capability: new DoD 5000.02 requirements make the ability to participate in field Technical Evaluations an imperative; strict adherence to 'requirements' for participation will negatively impact product development and refinement
- Increased RFP quality yields better proposals, leading to better quality products (and services)