

14th U.S. – Sweden Defense Industry Conference

Shadow 200 System

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Europe
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Textron, Inc.

Leading Branded Businesses

Bell

30%



Bell Helicopter

Cessna

25%



Cessna Aircraft

Textron Systems

19%



Textron Systems

Industrial

24%



E-Z-GO
Greenlee
Jacobsen
Kautex

Finance

2%



Textron Financial

2010 Revenue: \$10.5 Billion

Textron Systems Operating Units



Unmanned Systems



Test & Training Systems



Logistics & Technical Services

TEXTRON Marine & Land Systems



Tactical Wheeled Vehicles



Advanced Mobility Solutions



Marine Craft

TEXTRON Defense Systems



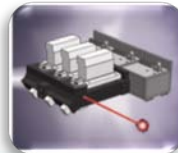
Smart Weapons



Intelligence, Surveillance, & Reconnaissance



Protection Systems



Directed Energy Weapons

LYCOMING

Reciprocating Aircraft Engines & Parts



Fixed Wing



Aerobatic



Helicopter

OVERWATCH



Multi-source Intelligence Framework Solutions



Geospatial Analysis Solutions

Shadow 200 System Components



Army Brigade TUAS System (Shadow)

Ground Control Station & GDT

Personnel/Equip Transport & Trailer

Personnel



x 2



x 1



x 4



- 1 - 35D (Platoon Leader)
- 1 - 350U (UAS Warrant Officer)
- 1 - 96U (Platoon Sergeant)
- 12 - 96U (Air Vehicle Operators)
- 2 - 33W (EW System Repairer)
- 1 - 52D (Engine Mechanic)



x 1

TALS

Air Vehicle Transport Launch Trailer

x 1

Remote Video Terminal and Antenna

Shadow 200 AV w/ POP-300 PL



x 3

PGCS & Antenna

x 1



Maintenance Section

- 2 - 33W (EW System Repairer)
- 2 - 52D (Engine Mechanic)



1 - AV & PL in Shipping Container



x 1

Personnel/Equipment Transport



x 1



LCC ANALYSIS



DOCUMENTATION



CERTIFICATION



TRAINING



IN SERVICE SUPPORT



ADAPTATIONS



THE COMPLETE UAV03 ÖRNEN SOLUTION



SSIC



Important Factors - UAV03 ÖRNEN

Needs

- TUAV ISTAR Capability for International Operations

Experience

- > 115 Shadow 200 Systems delivered
- > 600,000 Flight Hrs

Reliability

- Demonstrated over 95% Operational Availability

Transportability

- Transport on small truck
- Deployable in C-130

Interoperability

- Certifiable according to Swedish airworthiness regulations
- Ensure Operational capability with NATO and EU -Partners



Milestones – UAV03 ÖRNEN

- 2004 - Initial Contacts
- 2005 - Request For Information released by FMV
- 2007 - Saab designated as Lead System Integrator
 - Saab released Request For Proposal
- 2008 - Submitted respond on RFP
 - Program Stopped
- 2009 - Program resumed
- 2010 - Award
- 2011 - 1st system
 - 2nd system
 - Operational in Afghanistan



Reflection

International Defense Trade

- Persistence
 - “Always” takes longer
 - Win twice
 - Continuity
- International Traffic in Arms Regulations
 - DSP-5, TAA, FMS...
 - Pre-planning
 - Knowledge
- Understand the needs
 - All business is local business
- Culture Differences Matter
 - Programmatic
 - Culture Diversity
- Partner is Frequently Necessary
 - Domestic contents



Thank you

Questions...

