Logistic support
Logistic support for air-land operations

Doctrine with required performance

Response capability
Responsiveness is the essential characteristic for support to air-ground operations. It must be taken into account both in operations and in organization. Responsiveness should allow support to seamlessly adapt to changing circumstances and meet new requirements. It specifically involves moving from «peacetime» organization that streamlines resources to a force generation process based on modularity and simple sufficiency. Responsiveness is closely linked to the ability of organizations to change their operating processes to adapt to the urgent nature of certain situations. Support must be able to adapt to the contingencies of combat operations. The allegiance in a doctrine and the respect for the procedures must not hinder the capacity to adapt, meaning to act in non-compliant situations and organize immediately with the available means.(1)

Capability to last: Survivability
The survivability(2) of logistics conditions the permanence of operational support. It is the ability of logistics to maintain its operational capabilities, while taking into account the measures related to protection and resilience. Given the requirements of ground operations, all operational support modules must be able to be used in a land maneuver and specialists in support units must be soldiers that can perform all common Army missions.

Routing capability at all times to all places
The Army must be able to supply all the units constituting the air-land armed forces at all times and in all places, including units most vulnerable to direct hits from the enemy and more remote units. Controlling the interfaces (Air, Sea, Land) and the ability to replenish units using all possible modes of transport (road, rail, air, sea and river) are major assets for the logistic support of an air-land combat force in operation. The capability to route supplies to all locations and at all times is one of the main characteristics of combat on the ground. It is an essential condition for continuous support and greatly contributes to reduce the risk of breaking the supply chain.

(1) “improvisation” in the American doctrine.
(2) “survivability” in Allied documents.
Two principles of support chain implementation

Uniqueness
The principle of uniqueness of the operation is essential. The conduct and support of an operation or combat are inseparable, as they consist in a single maneuver. The key support function directly contributes to the overall operation and is therefore fully integrated.

The commander has the sole responsibility and authority over all organic or attached combat and support resources. The application of this principle results in the integration of logistics support sub-functions in the operational command systems for ground forces. This task is performed by the various operational and tactical support group (OG).

Efficiency

“Efficiency [...] consists in seeking out effectiveness, in order to contribute to combat success while allowing resources to be managed at a national level (including cost control). This efficiency is based on the visibility and traceability of the resource, the scalability and adaptability of systems, the continuity of the supply chain and anticipation.” Joint support doctrine (2011)

The efficiency of the support should be viewed from the perspective of the principle of the economy of resources[3] by Maréchal Foch. This economy of resources allows the combined arms tactical chief to create reserves, which thereby ensure the freedom of action and allow to focus his efforts.

The economy of resources aims to supply precisely what is required. This is to ensure synchronization, punctuality, delivery accuracy, correctness and good resource management based on operational requirements. It also involves being able to provide land forces with the capacity to re-engage and regenerate.

Three characteristics

System modularity and adaptability
There is no static solution when dealing with logistics. A suitable system is established according to the requirements of each combat situation. However, the invariable elements of the logistics for ground forces must be taken into account. The ground logistics system comprises at least, one theater entry level at the operation level and one tactical level for integration of support in the air-land maneuver (division support group and/or BLOG/TLUG)[4]. The system and flows are adapted among these levels and according to local conditions.

Logistics chain continuity
The continuity of the supply chain is guaranteed both by the provision of support resources to ground forces and the ability to route these resources to the forces. To ensure this continuity, stocks must be maintained and all units must be sufficiently autonomous. Otherwise, the units involved in combat would be exposed to supply disruptions, which could potentially jeopardize the success of their mission.

Anticipation
Support needs must be anticipated and quantified. It is essential that generic plans be established in line with the operational commitments, not only for capacity in combat action (major equipment and units), but also for support resources such as spare parts, munitions or specific products. Some of these resources are stockpiled during peace-time to ensure the ability to engage in combat and to last.

Logistics sub-functions for direct combat support

Direct combat service support involves maintaining the potential of contact combat units so that they can complete their mission. Support capacity determines the intensity and duration of combat actions and, consequently, the number of military options available for the tactical combined or joint commander.

1 - Routing
After completing interoperable interfacing on projection platform between strategic routing and theater resources, intra-theater routing involves assisting and supporting the actions of armed forces in completing their missions by controlling physical flows while contributing to the security of communication routes and open spaces, including long thoroughfares, such as those found in Mali: 1,800 km from Bamako to Tessalit via Gao.

2 - Maintenance - Repair - Overhaul
Equipment maintenance involves ensuring for each formation the level of equipment availability required to perform its missions, and includes the following functions:
• the maintenance and repair of equipment and weapons systems,
• the management, procurement, storage and distribution of resources,
• the collection and disposal of equipment.

3 - Manpower Support
This support maintains the operational capacity of soldiers by meeting their vital needs: providing appropriate meal, dress and housing equipment and services.

4 - Medical Support
Medical support includes all means of evacuation and treatment that contribute to creating sanitary conditions and conserving human life. It is based on the conjunction of positioning medical and surgical teams as close as possible to soldiers and early medical evacuation capabilities. In Mali 10 medical stations and three surgery units were deployed in close proximity to contacts.

5 - Ammunition Support
This support provides armed forces combat potential, from the supply of munitions and associated devices, through to their distribution to units after storage and transport.

Constant innovation in operations logistics

Future innovations in logistical support to operations aim at “digitizing support areas” by seeking primarily:

• to use a flow control and resource tracking approach, which may offer high added value (smart munitions, digitization, optronics, etc.) from end-to-end, from the French national territory to the tactical echelons in operation areas,
• to rely upon new-generation, optimized logistics information systems (LIS),
• to develop new reverse logistics, by switching support resources between theaters during operations or routing them back to the mainland.

Land & Airland Defence Operations Doctrine and Vision
Logistic support
component breakdown

Logistic support for combat involves maintaining the potential of combat, combat support, combat service support units at required levels so that they can perform their mission in a timely fashion. Support capacity is conditioned by the rhythm, intensity and duration of movement and combat actions and, consequently, by the number of military options and the operational commander’s freedom to act.

Soldier Support
After completing pre-routing, transit between embarkation and debarkation (POD/POE) points and, if necessary, strategic transport, the intra-theater routing involves to support the actions of armed forces in completing their missions by controlling physical flows and supplying logistic units and bases, while contributing to the security of communication routes and open spaces.

Maintenance - Repair - Overhaul (MRO) / Evacuation and Recovery
Equipment operational readiness (MRO) involves ensuring for each formation the level of equipment availability required to perform its missions, as defined by the force commander, and includes the following functions:
• the collection and disposal of friendly or enemy equipment,
• the management, procurement, storage and distribution of resources,
• the maintenance and repair of equipment and weapons systems.

Because in-service support of deployed equipment is provided by the Army maintenance units or the industrial prime contractors, only the vehicle recovery and evacuation activities for land forces are addressed in this brochure.

Soldier Support
This support aims to meet the vital needs of soldiers by providing appropriate clothing, camp, sleeping and meal equipment and services at individual or collective level.

General Engineering Support
In addition to individual support, collective support is provided to offer protection, housing, hygiene and catering fixed and mobile resources and services, as well as deployable infrastructure for external operations (camps for 1,000 soldiers). For identification purposes in the component breakdown, the following page of this brochure shows, in two separate sections, components of soldier support and deployable infrastructures for external operations.

Medical Support
Medical support is provided by the French Defense Medical Service and includes all means of evacuation and treatment that contribute to creating sanitary conditions and conserving human life. It is based on the conjunction of positioning medical and surgical teams as close as possible to soldiers and early medical evacuation capabilities.

P.O.L. Support
The P.O.L. support allows armed forces to be autonomous with regard to fuel and related products, during travel and when stationed, during implementation, combat and disengagement phases, as well as in daily activities. It includes the acquisition of resources, procurement, quality control, storage, transportation and distribution of fuel, as well as maintenance of specialized equipment.

Logistics Information Systems
Dedicated to the storage, the treatment and the exchange of all the specific information for the management of the Logistic Support. The Logistics Information Systems are deployed from the Joint Logistics Headquarters down to the Combat service support unit.
The modern expeditionary unit has needs vastly different from even 5 years ago.

Their devices require more and more energy therefore their individual and overall unit loads get heavier and heavier. AT Bren-Tronics, considering the expeditionary power requirements means looking at it from both the overall unit’s to the individual war fighter’s level.

Power solutions for the overall unit:
For the overall unit Bren-Tronics has developed Hybrid energy storage trailers that harnesses renewable (solar and wind) and tie them in with an energy storage solution and a standard military generator. Several Hybrid Energy Advanced Towable systems can be paralleled together to create a higher energy network. An AC synchronization function is built in to insure the AC sources are on the same phase. This allows the unit to provide several KWH of AC and DC power from the battery, never turning on the generator as long as the sun and wind are available. If it is needed the generator will only run in order to charge the batteries.

Until now generators’ sizes did not fit the need correctly: sometimes providing 10X more power than what was actually needed, thus, wasting too much fuel and eventually destroying the generator (known as “wet stacking”). “Right sizing” the total energy storage system and tying it in with renewable and energy storage will drastically cut the fuel requirement, meaning saving cost and saving human lives by reducing the fuel deliveries on site. This improved logistic chain shall be tomorrow’s modern armies choice.

Bren-Tronics has also developed larger energy storage devices delivering high energy density (from KWH to MWH) and long life cycle that can tie in larger military camp as back-up power or smart grid. Taking energy off the grid and storing it for when it is needed is now possible and easy.

Power solutions for the war fighter:
For the individual war fighter, Bren-Tronics continues to innovate by providing more power and energy in the same footprint, avoiding the need for a new battery footprint (something the military is deadest against). Besides, it allows the use of existing and already deployed chargers and ancillary products. Standardization is the key for logistic deployment of consumable products such as battery packs within the Armed Forces. Over the past 20 years, we have designed a standard family of rechargeable battery packs offering various form factors and voltages but limited to about 15 different types. Charging logistics is another challenge. Bren-Tronics has developed and fielded universal chargers to many international Armed Forces. The chargers are designed for operational use and not per battery type. Thus, after 15 years, our chargers are servicing over 80 different battery types of various chemistries. Joint International operations such as Afghanistan demonstrated the efficiency of this concept when US, French and Georgian troops exchanged their electronic equipment and were able to use their universal Bren-Tronics chargers.

Bren-Tronics Focuses on bringing armed forces around the world the latest and most efficient expeditionary power solutions for uninterrupted autonomy in the field.

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Cegelec Défense
A subsidiary of Vinci Energies group, has developed a leading edge as designer and integrator of deployable support solutions in the fields of Defense and Security in close coordination with customers and partners.

Cegelec Défense operates at all stages in the development of customers projects, either domestic, international or for export requirements.

Focusing on crisis response, emergency situations and logistic support, Cegelec Défense has developed a full range of solutions to support initial civilian or military deployments on the field with the provision of command, coordination, health and general capabilities and equipment.

Pre-equipped expandable shelters
Expandable shelters covering the whole range of operational requirements and needs for crisis management:
- SAMD 6 C – Deployable Command, control and crisis management Post,
- SAMD 5C – Casualty clearance, field medical units,
- SAMD 2C – CBRN deployable Laboratory,
- SMTE and UTE 400 – Mobile drinking water production unit and wastewater treatment unit.

Utilities and Support Equipment
Cegelec Défense provides a wide range of utilities and support equipment. These utilities answer both civilian and military requirements.

Power generation or conversion (50 Hz or 400 Hz generators), 400 Hz static or dynamic converters, 50/60 Hz converters).

Mobile air conditioning units (from 1 kW to 330 kW), Fixed and mobile hydraulic pumps and drives.

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DAHER
Exceptional transport solutions for the aerospace & defense sector

DAHER offers transport solutions for exceptional and specialized loads, as well as associated services (reconnaissance of itineraries, customs engineering, chartering of aircraft, AOG). A long-standing partner to the Defense sector, DAHER is specialized in the transportation of sensitive equipment to and from theatres of operations for the Armed Forces.

Multimodal Solutions
Aircraft chartering know-how:
- Ammunition, aerospace material [engine, cells], perishable foodstuffs flights, oversized goods, defense equipment, urgent flights, AOG.
- Regular liner operations (IATA agent).

Vessel chartering solutions:
- Voyage or time charter, full or part-charter, direct route without transshipment, regular liner operations.

Explosive and dangerous product transport
Specialized multimodal transport solutions for munitions and explosives requirements, military or civilian, in complete compliance with international transport regulations.

Customs
Authorized Economic Operator status, guaranteeing state level recognition, simplifying customs clearance operations, and offering security and safety.

A central structure performing internal surveillance audit, regulatory monitoring, an AOG committee function, advanced declarations, management and set-up of customs procedures (single and domiciled customs clearance procedure).

A local structure, with strong business expertise, handling relationships with customs offices, and with a good knowledge of customer processes.

Dedicated & proven expertise
Downed aircraft repatriation/ Helicopter transport/ Engine packaging and transport/ Implementation of specific means (handling, lifting equipment)/ Exceptional transport operations/ Service Desk/ Engineering.

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**Tactical Mobility:**

**Mobility Mats:**
Made of patented polyester mesh - ideal for Beach Landings, Helicopter Landing Pads, Tent Floors and Walkways, Logistic Platforms, Vehicle Traction and Aircraft Recovery Pathways. Deschamps’ products are extremely lightweight thus they greatly reduce the logistical burden of transport. Commercial Off-The Shelf (COTS) Mobi-Solutions® are widely used by combat engineers, construction battalions, Seabees and air support units improving force projection, movement and sustainment. Mobi-Solutions® provide the capability to deploy worldwide to meet mission requirements.

**Roadway Solutions:**
Self-deploying mobility mats (for both heavy and light vehicles).
- Temporary Composite Roadway that supports multiple missions in a wide variety of terrain.
- Made from flexible composite ground reinforcement materials.
- Designed to be robust, lightweight, and portable within a small logistic footprint.
- Easily rolled out.
- Vehicle or trailer transport equipment is available. Configured for a flat rack compatible with existing logistical vehicles.

**Bridging Systems:**
Light Integrated Bridging System (LIBRIS) which is being marketed as “a bridge in a box” and “a raft in 2 boxes” for its floating configuration.
LIBRIS perfectly meets potential user requirements for a rapidly deployable gap crossing capability. When deployed the bridge is 12 meters (40 feet) long and can be used to span a gap of 10 meters (33 feet) and cross vehicles up to Military Load Class 40 (MLC 40).
To ease deployment to theatre and transportation within theatre the design of LIBRIS is a regular standard 20 ft ISO container with the complete system weighing only 14 metric tons (15,43 tons) transported on any 8 x 8 or 6 x 6 cross-country truck fitted with a container handling unit (CHU).
For raft operations two standard 20 ft ISO containers, one containing the 12 meter bridge described above, and the other container containing the float, that when joined with the bridge will form a motorized raft.
Key developmental criteria include the flexible deployment platform, the reduced maintenance requirement when compared to other bridges and the ease of deployment that reduces the soldier training requirement.
Only two people are required to operate the LIBRIS.

**DISASOLAR**

**Expert in custom-made solar integration**

DisaSolar is a leading French company in custom-made solar modules. The company commercializes and installs flexible, conformable and customized solar panels. It also pursues other activities in the development of third generation “OEE” (Organic Electronic Energy), using organic materials. DisaSolar is on the way to becoming a world leader in the manufacturing of printed organic solar modules, incorporating numerous prestigious French and international laboratories.

DisaSolar’s design office works on a photovoltaic (PV) expertise adapted to military applications. Its mission is to develop custom-tailored global systems for solar applications specifically adapted to the user’s requirements.
These PV solutions allow significant economic as well as human savings. From the integration of solar panels to the control electronics and energy storage system... DisaSolar brings you global support.
The modules are designed specifically to be adapted to military and safety requirements. DisaSolar, while combining weight reduction, customization and modularity, delivers 100% autonomous solutions. Stand-alone and deployable energy solutions operable on military fields.

**Save fuel, save lives!**
- Minimise fuel dependence
- Reduction of fuel consumption
- Logistics simplification
- Saving lives
- Environmental protection
- Economic gain
- High return on investment

**Camouflage solar panels: The technology of tomorrow**

In partnership with the French Ministry of Defence (DGA), DisaSolar’s scientific teams work on the design of bio-mimetic solar panels for military purposes. The PHASME project is supported by the DGA’s Support Regime for Dual Innovation program (RAPID).
DisaSolar’s inkjet printing technology (OPV: organic photovoltaic) makes it the only industrial company with an intent to develop a program to design custom-matde, flexible solar panels for a broad and extremely diverse range of applications. Applications for the military are such an example, and a solution to improve power supply to increasingly numerous and sophisticated electronic equipment needed in the field.

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ENAG

Designer and manufacturer of power electronics equipment, ENAG offers on-board and ground products adapted to customer requirements.

ENAG manufactures equipment for General Engineering Support that can be used both on the field and in the workshop.

Deployable equipment

The “deployable” range is particularly suitable for all types of 28Vdc power vehicles. All electrical and electronic equipment on board can run without discharging the auxiliary battery and without running the vehicle engine. This equipment is usually connected to park sockets.

Distribution equipment

The equipment of the “distribution” range enable the distribution of AC and/or DC electrical energy using a variety of primary sources: Mains network, 28Vdc from vehicle or external battery pack.

GPU equipment

The “ADTM and COVALT” ranges are suitable for aircraft ground power. All the products designed by ENAG meet Army requirements and respect the applicable standards (MIL STD ... EG13 ...) and especially EMC standards (MIL STD 461 ... ).

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ETIENNE LACROIX LOGISTICS

Transports and logistics for dangerous goods

ELL, Etienne Lacroix Logistics supplies a global solution for Logistics as far as storage and transport of dangerous and sensitive goods are concerned. ELL’s team complies with ADR, IATA and IMDG rules.

International Transport

- Seafreight: LCL and FCL
- Airfreight: PAX, CAO and Chatering
ELL is IATA agent can therefore supply customers with any air solution operated by the major worldwide airlines for any type of goods and parcel size
- Transport by road
  - Small parcel and LTL service
  - FTL service
  - Express and dedicated vehicles
- Transport of dangerous and sensitive goods, EX II and EX III trucks for explosive goods
- Exceptional Transports

Customs brokerage:
- Full set of customs services: customs clearance documentation, Management of import and export licences for explosive goods and war material

National Transport

Transport by road:
- Small parcel and LTL service
- FTL service
- Express and dedicated vehicles
- Transport of dangerous and sensitive goods, EX II and EX III trucks for explosive goods
- Exceptional Transports

Storage
- Specialized in Ammunitions storage
- Packing services
- Management of the different class of risk (compatibility, classification ...
- Best Class IT system

Safety advisor
- Safety Advisor for ADR class from 1 to 9 except class 7

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FRANCE MACCAFERRI

Engineering a better solution

Specialist of erosion control for about 30 years in France, FRANCE MACCAFERRI innovates, develops and produces, tried and tested engineering solutions (gabions, nettings, reinforcement, drainage and anti-erosion geosynthetics...) for civilian and military fields, soil reinforcement, prevention and fight against the natural risks building protection, hardening of the existing installations, mobility support or others infrastructure works.

FRANCE MACCAFERRI owns its engineering office and is equipped with its own specific softwares) and can offer its expertise within works design.

Active member of committees for French and European standardization, all our products are made according to the most restrictive European and international standards (certifications IT / NF / ASQUAL).

In contact with the armies for several years, France MACCAFERRI supplied multiple solutions of defence:

Protection works
- Protection of troops and material
- Protection of plants or storage facilities
- Tank or field gun defence
- Road block, barricades, observation sites
- Containment for fuel or basin for provisional sedimentation (to be used in combination with a geomembrane)

Infrastructures works
- Gabions for construction of retaining gravity structures, bridge abutments, weirs, sills, small dams, banks protection...

Trafficability
- Restoration itinerary, increased bearing capacity of soils are eased by the use of reinforced products, geotextile...

Defencell Mac™
- DEFENCCELL MAC™ is a multicellular system that can be construed very rapidly, made from welded wire mesh panels connected by spirals. The mesh is internally lined with a nonwoven geotextile of 220 g/m² and additional UV protection.
- This structure has been designed as a multipurpose product and allows efficiencies 30 - 40 times superior to the traditional sandbags when used to realize protections works.

GEODIS

Present in 120 countries with a workforce of 30,000, our Group comprises core business divisions delivering end-to-end solutions in all sector of activities.

We have set ourselves the mission to bring you the best value proposals in all countries. To achieve this, we are relying on the values of performance and innovation, and also on our employees, to provide you the quality and visibility you need for your logistics services.

Our network relies on our experts teams, dedicated to military aid and relief logistics, to provide you with the best services from pick up at your supplier manufacture up to final delivery, including warehousing and customs clearance.

Focus on our expertise:

Airfreight Control Tower
- Dedicated staff who handles transport requests, shipments from CDG airport, operations follow up & boarding checks.
- 3 levels of priority for delivery
  - AOG desk customer support (24/7/365)
  - Urgent: within 24-48h
  - Regular: within 48-72h
- From general cargo to highly sensitive shipments: planes & ships spare parts, medicine and related fluids, hazardous/explosive material, parcels with limited lifespan (120h)…etc.
- Additional service: Cross-trade shipments

Military Aid and Relief Project Department (MAR)
- Experts team for highly sensitive and complex cargo for French and foreign military forces. Our team is trained on the specific transport techniques related to military cargo, but also on the customs process linked to political constraints.
- Our main customers are the French MOD, the Egyptian MOD and ONU, and many defense industries worldwide.

Road &Express Transport
- Being one of the dedicated partners of the French Army, Geodis transports non-urgent material throughout the French territory, even up to the German border, helping all French army services transport their goods in a secured and planned manner.
- We also provide express transport for very urgent goods with dedicated team in place 24/7 to provide the best and most reliable service to our army.
- Whatever your needs are, our experts are here to help you overcome your logistical constraints. That’s why we are proud to be the growth partner of the military industry.

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GILEP, the first Petrol-Oil and Lubricant (POL) cluster specialized in Defense and Security, is a syndicate of independent companies, including SMEs, providing between them the whole range of equipment needed in the field of POL logistics and related activities for the French and NATO forces. The complementary nature of the GILEP companies and the fruitful cooperation that GILEP has developed with the SEA (Service des Essences des Armées/French military fuel service) over the last 30 years means that GILEP can offer “turnkey” solutions for all POL (Petrol Oil and Lubricants) logistics matters.

Gilep was created some 30 years ago, on the initiative of the Director of the French Forces’ Joint Military Service for POL delivery to the armed forces, at the rear in peace time as well as up to the front lines in operations. The purpose was to federate, as a civilian entity but under some real though discreet watch of the Military, a whole set of companies having demonstrated their capability for providing the SEA and the armed forces with all the needed POL logistics equipment, including sub-assemblies, components and related material regarding crew- and environment protection. Gilep members work in close collaboration with the French POL Service (Service des Essences des Armées – SEA) so as to help define, then meet the requirements regarding the materiel they will provide.

It is easily understandable that Gilep member companies must be either genuinely French companies, or French subsidiaries of foreign groups active on the French soil. Many members are competitors to each other, in some more or less wide part of the range of their products. This ensures the Military buyer that they will be provided with the latest and the fittest product at the best price.

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GROUPE LEGENDRE

Global logistics

For nearly 70 years now, the LEGENDRE Group, with the backing of its 600 associates, has ensured the transfer and storage of products from the most important French, European and Global industrial groups.

Our concept of “Global Logistics” enables us to pilot the whole supply chain with a single contact person.

In order to guarantee the flow of goods destined for import and export by our clients, we are in the process of applying for AEO certificates for the 3 activities detailed below:

**Multimodal Transport Services**
- Combined road-rail transport
- Traditional road transport in full, in consignments and part-consignments
- Multimodal express transport
- Special convoys and crane trucks
- Transport of machinery on flatbed trailers
- ADR dangerous goods
- Marine and air transport to all destinations

**Logistics and Storage Services**
- Ex Situ and In Situ logistics
- Large volume logistics
- Mass storage, in racks and advanced stocks
- Packaging
- PDS, packaging, co-packing and labelling
- Recycling and disposal
- Assembly and integration of materials
- Preparation of order picking
- Management of returns and SAV

**Industrial Packaging Services**
- Consolidation platform and flow management
- Administration and organisation of industrial projects in France and abroad
- Study and manufacture of specific packaging
- Crates and industrial packaging
- Packaging of sensitive and high-tech materials
- Maintenance and hoisting of voluminous and heavy materials

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GROUPE MARCK

Uniform and equipment solutions

Groupe Marck is an industrial French familial group designing, manufacturing and selling a complete range of uniforms, accessories and equipment for public authorities, armies and companies in France and worldwide.

As part of the Army's logistics support, two companies of Groupe Marck (www.groupemarck.fr) feature historical and unique know-how:

- **VTN** (www.vtn.fr): Backed by 56 years of experience, VTN is today the reference in the industry of technical clothing for individual protection and security. Thanks to its Research department, it has developed a complete range of ballistic protection solutions: concealed bulletproof vest (level NIJ C 1 to NIJ IV).

- **SILLINGER**: (www.sillinger.com): Sillinger designs and manufactures boats dedicated to professional use, ranging from foldable, RIBS or rapid deployment. Sillinger also sells anti-pollution material and other inflatable structures. It proposes a complete offer of logistics support.

Groupe Marck's key figures:

- 6 production sites in France and 2 worldwide
- More than 800 employees worldwide including 500 in France
- 2013 turnover: 107 M€

Groupe Marck’s know-how:

- **ANDOR STAR**: Gear for Professionals
- **BALSAN**: Uniforms and corporate clothes
- **B.B.A**: Civil and Military accessories - Trimmings
- **MARCK**: Clothing for international security forces
- **PROMO COLLECTIVITES**: Community equipment supplier
- **SILLINGER**: Inflatable boats and structures for both professional and private use
- **SOFEXI**: Equipment for public authorities
- **VTN**: Technical clothing – Personal Protective Equipment (PPE)

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INEO SUPPORT GLOBAL

INEO SUPPORT GLOBAL is a customer focused service provider with strong performance commitment.

ISG uses to build partnership with its customers to drive them all along their project from the preliminary design (first though) to operational execution.

ISG DNA is to design innovative turn-key solutions by going through an in-house methodology based on customer needs identification, value chain analysis, risk management, organisation structuring, service level agreement, change management, …

ISG daily supports French Ministry of Defence’s integrated equipment maintenance services (SIMMAD, SIMMT) within the missions of spare parts and repairable management.

ISG takes part in the MRO (Maintenance, Repair and Overhaul) activity and in the operational readiness of French Defence equipment.

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The Losberger RDS Company is the result of the merger of the two companies TMB and BACHMANN, both specialized since decades in the military sector as well as in the civil protection sector. The two companies belong to the International Losberger Group, worldwide leader in the field of metal-textile, respectively since 2003 and 2006.

Losberger RDS expertise comprises not only the design and the manufacturing of inflatable frame structures, composite frame shelters and aluminium or steel frame structures, but also their set-up, maintenance and monitoring.

Losberger RDS structures are designed for military and emergency response usage and can be rapidly deployed to provide effective and instantaneous protection to civil population, military and their equipment. Moreover the majority of our products has NATO numbers.

We provide turn-key systems, with all the required accessories, and our structures can be grouped into 8 big families:

- Headquarters / Command Posts
- Special applications and projects (camouflage, missile protection, radar units)
- Humanitarian Engagement
- Workshops and storage hangars
- COLPRO systems (CBRN)
- Field Hospitals
- Decontamination systems (individual and collective)
- Field Camp Systems (kitchen and messing facilities, sports halls, accommodation etc.)

Losberger RDS has been specialized in the support of men and equipment in the civil and military markets for decades.

For over 30 years, Manitou Group has been supplying the Security and Defence sectors with handling solutions designed to meet their exact requirements ranging from logistics through to warehousing and in the most difficult all terrain conditions.

Manitou Group researches, designs and manufactures a wide range of dedicated machines well known for their reliability, versatility and robustness (400 models).

They prove themselves day after day in the most extreme working conditions.

With lifting capacities from 0,5 to 40 tons (t) (from 1,100 to 88,185 lbs) and working heights from -6,8 to 42 meters (m) (-22’30” to 137’80”), Manitou Group has the solution to all your material handling needs.

Our network of 1,400 expert dealers delivers local and fast service, essential to the job in hand wherever you are. This includes after-sales support, maintenance and training.
The fundamentals pillars on which Nexter Systems develops efficient support policy are primarily based on supporting customers during the period and upon proposals for flexible Services tailored to each of them.

To reach these solutions «Support and Customer Service Division» of Nexter has enabled to develop specific know-how, methods and tools to provide:

- Commitments on Services and prices on a the long term and renewable (10 years) including the detection and obsolescence treatment;
- Contracts multivariate settings to easily adapt to budgetary constraints and to support employment variations of the materials over through life support;
- A level of services tailored to the types of fleet (alert, training, ongoing service and management) including overseas military operations;
- Adjusting benefits in perfect synergy and complementarity with those made by the customer under its own maintenance policy;
- Close supply chain monitoring of performance in terms of cost, delivery time and responsiveness;
- Experience in terms of fleets upgrading to regenerate a higher employment potential (upgrading mid-life upgrade ...);
- The establishment of regional offices providing services and close relationships with users and the armed forces;
- The ability to work with long-term in partnership with the suppliers to ensure optimum services and no breaking;
- The ability to control the dismantling of land materials removed from service and decommissioned.
RENAULT TRUCKS DEFENSE

RENAULT TRUCKS Defense, part of Volvo Group Governmental Sales, is a multi-brand holding company including ACMAT Defense and PANHARD Defense.

RENAULT TRUCKS Defense’s product range is made of armored and tactical vehicles, tactical and logistic trucks as well as lifecycle support and mobility solutions.

The tactical and armored vehicles range includes several families of vehicles from 3.5 to 20 tons of GVW which can be customized according to customer needs. The VAB (incl. VAB Mk1 and VAB Ultra 4x4s and VAB Multi 6x6), MIDS 4x2/4x4, Sherpa Light 4x4, VLRa 2 4x4/6x6, Bastion 4x4, VBR 4x4, PVP 4x4, VBL 4x4 and ALTV 4x4 families are widely used in the French Army and other countries worldwide. They are able to fulfill all the requirements of Defense and Homeland Security missions such as reconnaissance, troop transport, patrol, support, special forces, command and liaison, crowd control, firefighting, crisis management, border surveillance.

The Kerax, Sherpa Medium and Midlum families of logistic and tactical trucks, with a GVW from 14 to 42 tons (4x4 to 8x8), are able to fulfill all logistic missions involving the supply of fuel, water, ammunition, heavy equipment, spare parts or troops. They are also able to carry weapon or command & control systems on the battlefield or to recover disabled vehicles.

RENAULT TRUCKS Defense Group also provides its industrial partners with mobility solutions such as a 8x8 high-mobility driveline for heavy armored vehicles, 4x4 / 6x6 special chassis and components (powerpacks).

Last but not least, RTD, ACMAT and Panhard provide a complete range of support services, including upgrade and reset programs, to give users the assurance that their vehicles will be able to be used to their full capability during their whole lifecycle. The quality of these services is based on a scaled organization, comprising support centers, an international network of more than 1,500 service points, a hotline and standard replacement capabilities.

SAFT

Powering all military operations with state-of-the-art battery systems

The armed forces of the world today strive to keep their citizens safe in the face of new threats and new enemies. To do so, they need lightweight, compact, robust and field-proven battery solutions that will not compromise soldier manoeuvrability or safety. Battery power can today be a crucial factor in the success of a mission.

Saft can respond to these demands. We lead the world in providing the power systems required for today’s sophisticated land-, sea- and air-based military operation theatres.

Saft’s global, multi-technology and fully integrated defence battery solutions offer unique capabilities to meet the modern military’s requirements for more power, longer duration, increased strength and exceptional reliability and performance. Our offer puts power storage, electrical systems and charging into autonomous units with easy operation.

Suitable for electronic battlefield equipment, propulsion and control systems, vehicles, weapons and other strategic defence applications, Saft’s precisely designed battery solutions benefit from our decades of experience with cutting-edge technology.

Global footprint for rapid response

To be able to meet the demands for security required by defence equipment manufacturers and to offer the shortest possible response and delivery times, Saft has a complete global organisation dedicated to this important market sector. We have facilities with equipment devoted to defence battery manufacturing in France, United Kingdom, Germany, and in the United States. Beyond these dedicated plants, all Saft defence customers benefit from our broad global infrastructure of sales and support expertise. We have operations in 18 countries across Europe, North America and Asia.

The right offer for your specific needs

Saft designs an exceptionally wide variety of primary and rechargeable battery systems and charging equipment answering the requirement of armies worldwide, for applications as various as infantry communications, base camps and weapon systems to torpedoes, AUVs / UUVs, aircraft and hybrid armoured vehicles.

Saft is on your side.

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SAINT-FRÈRES CONFECTION

Based in Flixecourt, France is specialized in the processing of coated fabrics into finished and semi-finished products for high-tech niche markets.

Saint-Frères Confection supplies the army, the railways and the aviation industry. Vital here is razor-sharp quality control which requires significant know-how. Worldwide, there are only a few companies active in this high-tech market, that calls for extensive technical knowledge and research and development.

**Product range consists of:**
- Tents, covering systems, roll-down shutter doors, separating walls and silos
- Camouflage fabric and netting

Saint-Frères Confection is part of Sioen Industries Group, a diversified stock quoted Group that has an extensive portfolio of products and activities: spinning, weaving and coating, manufacturing of garments, production of fine chemicals and processing of technical textiles.

**Why is Saint-Frères Confection your ideal partner?**
- We offer tailor-made customer solutions
- We have over 60 years of experience with technical textiles
- We have know-how and expertise you can rely on
- We deliver top quality
- Our R&D and production facilities, machines and men are the best in their kind

SATELIT-ODYSUR

SALETIT-ODYSUR is a company specialized in the transport of dangerous and sensitive goods, in industrial logistics support on the customer’s site, in logistics and in vehicles rentals with or without driver.

SATELIT-ODYSUR is a trucking and logistic company chiefly dedicated to military, aerospace and pyrotechnics sectors. Moreover SATELIT-ODYSUR is a road, sea and air forwarder, and also a customs agent.

**Main activities:**
- Dedicated transport or national and international bulky
- Vehicles rentals with or without drivers
- Handling support in customer’s site
- Management and storage of archives, materials and equipments
- Customs agent

**Advantages/asset:**
- Large vehicles fleet adapted to each customer’s needs
- 7 spoken languages: French, English, Spanish, Arabian, Italian, Polish and Thai
- WORLD IN FAST: exportation or importation of small packages or letters by air transport around the world
- Customs: customs operations, training for the customs trade, agreement for customs formalities.

**Logistics:**
- Storage capacity : 12 000 m²
- Rental of complete, partial surfaces or according to the palette dimensions
- Order process / order preparation

**Certifications and accreditations:**
- ISO 9001V2008
- MASE (companies safety and improvement manual)
- OEA safety and security
- Authorized to transport sensitive, explosives and waste products
- IATA (International Air Transport Association)

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**SDV LOGISTIQUE INTERNATIONALE**

**Groupe BOLLORÉ**

**General activities**

SDV extensive experience serving on various Armed forces and military industries sector is a strong competitiveness opportunity for all the players in this particular field. To properly cover the Logistics support requirements as well as the urgent issues for overseas theatres of operations, our people are able to manage from A to Z, 24/7.

Our Defense & Security expertise is based on:

- A dedicated know-how capable of implementing tailored solutions
- A wide range of added value services, tailored to different clients or specific international logistics issues (secured transport plan, flows management, individual follow-up over the export control requirements, conceptualization of organization plans for MRO needs, etc.)
- A supply chain specialists network in Europe, Asia, Middle-east, Americas and obviously Africa where the group has its first origin and with more than 20 000 personal

SDV offers tailored made solutions to:

- Manufacturers; Oems; Missiles manufacturers; Mro & overhaul; Institutional clients (Defense, Police, Foreign affairs)

**Services on Theatres operations**

In addition to its organic resources and support to Armed forces and outsourced contracts, the Bolloré group, a key global and worldwide player, established throughout 93 countries, 60 agencies in France, very close to the major operations theatres, offers synergy of its fully logistics capacities in order to meet with the current needs over national and international operations (UE, UA, UN, NATO, Humanitarian missions).

Its logistics capacities from the design and initial engineering to the door to door transport, merely in the African Hinterland are the essential assets to make the global support (Logistics, Transport, Customs, Tracking including RFID technology) highly reliable and closest to the deployed forces operations needs.

This applies for host nations, local and regional forces, international and regional organizations, both civil and military.

Mutualized transport and geolocation system, Management and control of the subcontractors; In-house distribution, Inspection of equipment, Management of international platforms, Packaging, Distribution up to assembly lines, IT system for transport plans optimization, Implementation of dedicated customs procedures for military goods/MCO/MRO support 24/7, Full tracking

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**SERT**

To improve the conditions of life in extreme situations

Since more than 30 years, SERT offers a wide range of mobile field utilities for Defense and Security sectors to improve the life support in precarious conditions.

The deployments and stationing of the troops all around the world involve vital needs, both in the field of catering than sanitary (showers, toilets ...), running at all time.

This equipment, aimed to recreate acceptable conditions of life for people in external operation, also participate in the comfort and morale of the teams.

Our mobile solutions for life support already proven and operating in all weather conditions, can meet these needs as well as with light modules than equipped vehicles.

For long-term operations, quick to implement life camp means integrating heating systems and air conditioning, provide housing solutions, workshop, canteen or command post.

Thanks to the latest and highest technology equipment, SERT offers a comprehensive range of modules, trailers, containerised products and platforms in three business areas:

**Catering range:**

- Modular Cooking Equipment
- Field Kitchen/bakery
- Cold trailer
- Containerized Kitchen/Bakery
- Containerized Catering unit

**Sanitation range:**

- Modular Sanitary Equipment
- Sanitary trailers
- Field Laundry
- Shower units
- Containerized Sanitation units

**Life camp range:**

- Space Heater
- Mobile Air Conditioners
- Water Heater Module
- Multipurpose Trailers

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SOLARMTX
Military Technical Making Expert

SOLARMTX started in 1993 in the Center of France

Since its creation SOLARMTX has specialized in the design and manufacturing of specific textile products for military and defense industries. Our know-how allows us to meet a highly demanding clientele operating mostly on international markets. We bring our customers a real value added through several key values: reactivity, flexibility and reliability. The best known military equipment manufacturers have put their trust in SOLARMTX to equip their new products and ensure their maintenance in operational condition.

Nato supplier FA3FB

Main products

Military vehicle equipment:
- Specific bags, seat covers, tarpaulins, straps and nets, high frequency shielding, weapon and missile launcher special covers.

Hard-wall and Soft-wall shelter equipment:
- Insulating and camo tarpaulins, security curtains, telecommunication covers, technical masts and antennas protections.

Ammunition and large caliber features:
- Small size parachutes for mortar bombs, flairs and signaling fuses, bag charges, straps and specific bags.

Troops equipment:
- Specific bags for tactical equipment: telecommunication, Nitc, respiratory. Weapons and munitions pouches.

DESIGN, RESEARCH & DEVELOPMENT

SOLARMTX’s products are primarily designed by our in-house R&D department and manufactured on our production plant in Vierzon, France.

Quality control – “We make Quality our culture”
- Because our key clients have very high quality requirements we have integrated in our production process an internal product evaluation and control. It is present at every stage of the production process starting with supply reception and extending, step by step, to final packaging.

They trust us:
- Thales, Mbda, Nexter Group, Sagem, Chemring Group, Rheinmetall, French Mod.

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SOPRA
Technological expertise and innovative solutions dedicated to the Defense Logistic Information Systems.

SOPRA: Summary

SOPRA is a major European player with a recognized expertise in the field of IT services, consulting and software development. Playing an active role in all areas of the economy and the public sector, SOPRA also distinguishes itself by its significant involvement in the aeronautic, naval and nuclear industries. With a turnover of 1.35 billion Euro in 2013, SOPRA currently employs more than 16,500 staff.

SOPRA and the French MoD

Ointo the Defense sector SOPRA has gained recognition for its expertise in engineering and in the development of tailored information systems for the Defense industries along with the armed forces, particularly in the area of command and control as well as logistics. SOPRA is a major player in the achievement of the Information system of the armed forces (SIA program) as an architect-integrator. It also has been tasked the project management for the main logistic information systems of the French armed forces. Among them, COMP@S devoted to the operational maintenance (MCO in French) of defense aeronautic equipment and the SMA-SIM IDT project devoted to the land equipment MCO.

The main advantages of SOPRA

Professional approach: By integrating a council and ownership assistance capability (AMOA in French), the professional approach adopted by SOPRA has granted it a high level of know-how in the processing of the problems pertaining to the MCO area. The implementation of transformation strategies and the optimization of the processes involved in the achievement of the logistic information systems bring the answers to the challenge of complexity and increasing support costs.

Technological excellence: The skills in architecture and integration of systems as well as the total control of all the technological standards grant SOPRA a close adaptation to the specific technical environment of its customers. In this way, the land equipment MCO managing 600,000 items, listed in accordance with NATO codification, has been developed by transforming a software package coming from a system imposed by the Army. On the other hand, the MCO devoted to aeronautic equipment has been developed in the SAP environment by implementing the APO specialized module.

Innovation: SOPRA is in a position to give the armed forces the benefit of the evolution of experiences resulting from significant advances in the civilian world to get the most out of information technology development and setting solutions, sustained improvement and rationalization of the application assets, interoperability. As far as outsourcing is concerned, SOPRA can provide for a true comprehensive service of maintenance and operating which integrates functional evolutions decided in the development plan and uses for example Business Intelligence techniques.

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Website: www.solarmtex.com
Managed Supply Chain Solutions.

Do you need higher availability at lower cost?

Defence forces and security agencies are looking for new ways to make back-office functions more efficient and improve the ratio of back-office staff to frontline personnel on national as well as international missions. They need to improve efficiency – without compromising the availability of assets required for end users on the ground.

Full-service solutions to control your outcomes

Thales provides comprehensive, end-to-end managed supply chain solutions with guaranteed levels of service availability and performance.

Combining its own capabilities, resources and technologies with those of third-party logistics providers, Thales acts as a fourth-party logistics provider (4PL) to design, build and operate tailored supply chain solutions and guarantee continuous improvements in logistic support performance over time.

Thales’s industrial and technical expertise spans the complete life cycle of the complex products that enable critical mission systems to deliver maximum performance. In addition, Thales is the only provider to offer the in-depth knowledge of the specific types of missions conducted by armed forces and security agencies needed to boost the efficiency of their technical supply chains.

Our solutions are tailored to the exact scope of activities required by each customer. Our comprehensive service level agreements are based on key performance indicators specifically designed with the specific operational needs of end users in mind.

The dedicated PART>Log information system

PART>Log is a complete information system specifically developed by Thales for this type of contract. The dedicated application enables Thales to manage end to end all the complexity and uncertainty associated with the sourcing, provisioning, storage, distribution and reverse logistics of technical items to guarantee the availability of mission-critical assets.

Measurable benefits for guaranteed customer satisfaction

Reduce inventory and overall supply chain costs by anticipating demand, deploying a best-in-class information system and best practices, and driving value-added partnerships with local specialists. Optimise life cycle management and configuration management of technical products to enhance quality, product availability and maintainability.

Improve budget planning through real-time visibility across logistics operations.

Our credentials

- NATO: FDC+ and OSDAF programmes to support ISAF operations in Afghanistan
- French defence ministry IT and communications agency (DIRISI): Comprehensive support contract for strategic communications network
- Australian Department of Defence: Supply chain management, maintenance and end-of-service disposal of munitions and missiles.

Solutions for extreme conditions

By developing our own solutions and also in response to specific requests, we design, manufacture and sell under our offer “ZHENDRE TECHNOLOGY”, specially designed material to operate reliably in extreme, extraordinary climatic conditions and physical constraints.

This specialisation allows us to propose a complete range of:

- Containerised solutions (transformed/fitted containers for diverse usage),
- Refrigerated containers,
- Cold rooms,
- Tent air conditioners,
- Shelter air conditioners,
- Comfort air conditioners,
- Special air conditioners.

Our material is intended mainly for clientele involved in hostile environments or in countries with weak infrastructure, including construction companies and the oil industry. They are designed for optimal use in the most extreme ambient temperatures. They are robust, reliable and easy to maintain.

Our products also meet the specific needs of the defense sector and are commonly used in theatres of operation by the armed forces, the peacekeeping missions and humanitarian organisations. The company incorporates all manufacturing processes from design engineering to testing in a climate cabin.

Through our “ZHENDRE COMFORT” offer, we have also developed and used our expertise in networking with business partners enabling us to meet the global demands of our customers (full camps, specific solutions). We also export a wide range of comfort air conditioners under our brand “ZENITHAIR.” These air conditioners are mainly designed for residential and small tertiary use and are manufactured only by carefully selected partners.

As a company continuously striving to guarantee the best level of quality for our products and services whilst limiting the impact of our activity on the environment, ZHENDRE has introduced a Quality Management System, which is certified ISO 9001 v2008 and an “Environment Management System” which is certified ISO 14001 v2004 by the certification board AFNOR.

We also provide installation and technical support for our products by way of our own teams and a network of global partners. These offers can be summarized by the signature of the company: “Solutions for Extreme Conditions.”
GICAT (French Land and Air-land Defence and Security Industry Association) is a professional organization established in 1978 grouping over 260 French companies, including the main industrial prime contractors, equipment suppliers, system integrators and a network of dynamic and innovative SMEs. These companies, which have a diverse range of activities (industrial contractors, consultancy and service providers, as well as clusters and research institutes), offer the full range of skill and know-how adapted to the operational requirements of the land and Air-land Defence and Security sector.

GICAT’s international development is based on the Eurosatory international trade show, organized by its subsidiary COGES, and mainstream defence and/or security trade shows abroad.