VSD

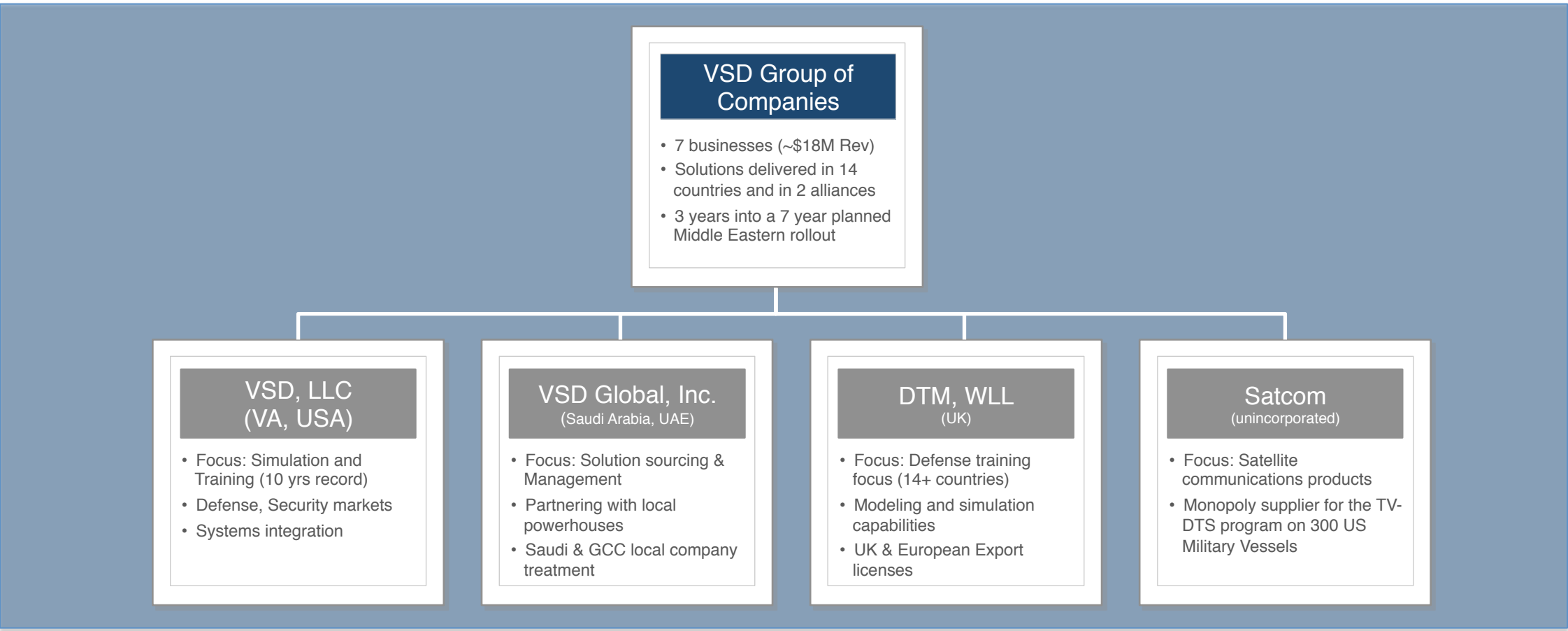
Capability Statement and Services Introduction

Who we are and what we do

VSD builds systems to train individuals and teams to perform complex tasks under demanding, often hazardous, settings.

Our products and services are used to develop the competent operators needed to turn ultra-complicated equipment – like a warship - into a defense capability.

The group of companies



Timeline:

2001: Establishment with service model (CBT & ILT)
2006: Sold majority stake to QED Systems
2007: Acquired Satcom business line
2008: Contract for Integrated Simulator for Iraq
First forays into Saudi Arabia
2010: Contract for Second Integrated Simulator
2011: Acquired DTM (training products)
Commenced Saudi / UAE operations
2012: 5x increase in solution sourcing requests (across the Middle East, but also Africa and Global)

Our business at a glance

Parent Company	VSD, LLC (U.S.A.)
Founded	2001
Major Areas of Expertise	• **Defense and Security Forces Training in Operations & Maintenance** • **Civil Defense, Urban Security, and National Defense Training (via consortiums)** • **Engineering & Critical Systems Training** • **Industrial & Vocational Training** • **Complete Performance Improvement and Capability Building Programs**
Employees	57, with resource network of literally hundreds of additional subject matter experts, instructors, designers, and developers
Additional Resources	Experts in organizing consortiums for tackling large scale, multi-faceted challenges

Standards	DTM is ISO 9001:2007 Quality Control Accredited
Simulator & Training Solution range	• **Simulators (tech products)** • **Computer-based training (products & services)** • **Instructor-led training (products & services)** • **Total "blended" training (multifaceted)** • **Design, acquisition, upfront strategy and planning services**
VSD training course availability	2,000,000 student granted access to VSD I DTM online courses worldwide every year.
Partnerships	In civil defense / emergency response In urban security / critical asset protection In offshore oil & gas operations (2013)
Courses in VSD's inventory	~ 85 distinct operations & maintenance areas ~ 2,150 hrs of courseware in the current model inventory

The scope of our business

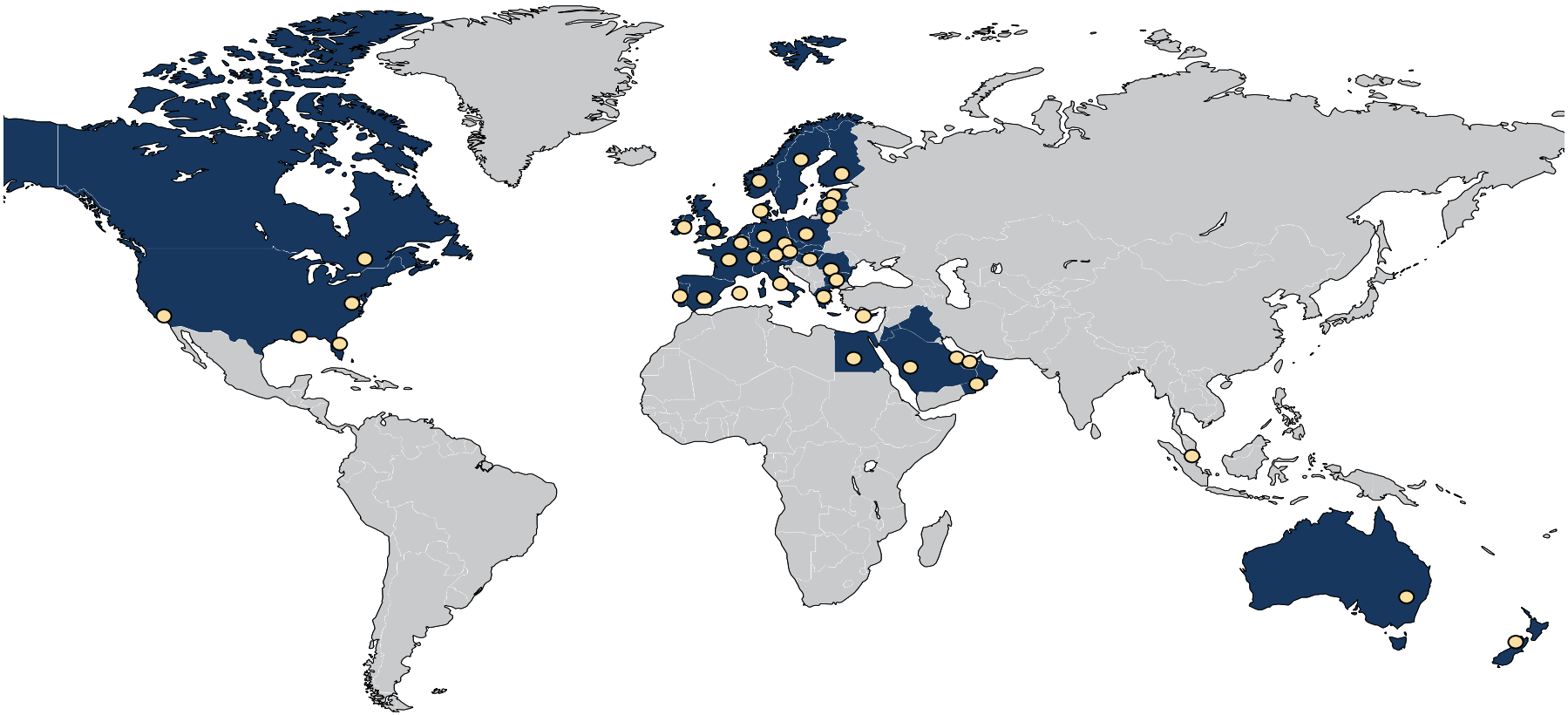
Strategize, plan, design, build, outfit, staff, operate and maintain – all activities we perform as part of a large training solution delivery effort.

Strategies & Advisory Services	Acquisition & Design Services	Development & Systems Integration	Launch Support & Instruction Delivery	Long-term Support including Outsourcing
• Analyze situations, assess current capabilities and prioritize issues • Aid in the establishment of the strategies, objectives and program priorities • Define and evaluate solution options • Provide estimates of time, money and other resources required • Provide expert, confidential advice	• Define in detail the sub-systems • Perform initial engineering tasks • Conduct technical inspections and coordination • Identify and pre-screen necessary OEMs, partners, and individual experts • Prepare and present the detailed design and the integrated master plan	• Procure components and schedule efforts • Assemble and test sub-systems • Daily monitoring of progress towards integration and redirect resources as necessary • Daily validation of process and quality control • Manage the details and take proactive corrective actions	• Coordinate delivery at client site • Complete integration and installation • Conduct system operation and verification testing • Conduct configuration audit and turnover tasks • Provide training on system operation and maintenance • Launch system	• Provide complete operation, maintenance and repair services • Provide curriculum • Provide instructors • Provide complete life cycle support • Perform management and operation of the training facility (if so required)

The countries where we serve

Countries/Multilateral Security Organizations we have served since 2001

VSD's group of companies have delivered in 14 countries and in 2 defense alliances (NATO and European Union's Security Pact)



The partners we work with

Many of our client situations call for team efforts – VSD is the organizer and planner behind three major business development efforts

Program Delivery Partner Organizations:

Asset Protection Co (security)	Computer Science Corp	Kratos (defense products)	Northrup Grumman (defense)	Sperry Marine (marine)
BAE Systems (defense)	DAS (combat effectiveness)	L3 Communications	Raytheon (defense)	Swiftships (shipbuilding)
Boeing (defense)	Fireblast (fire fighting)	Lasershot (combat)	RiverHawk (shipbuilding)	Ulstein (shipbuilding)
BoozAllen Hamilton (defense)	4D (security)	Lockheed Martin (defense)	Rolls Royce (defense)	VT Halter (shipbuilding)
Bluedrop (combat systems)	J.L. Marshall (security)	OEG (oil & gas)	SAIC (defense)	Westland Helicopter (defense)

How VSD excels in this business

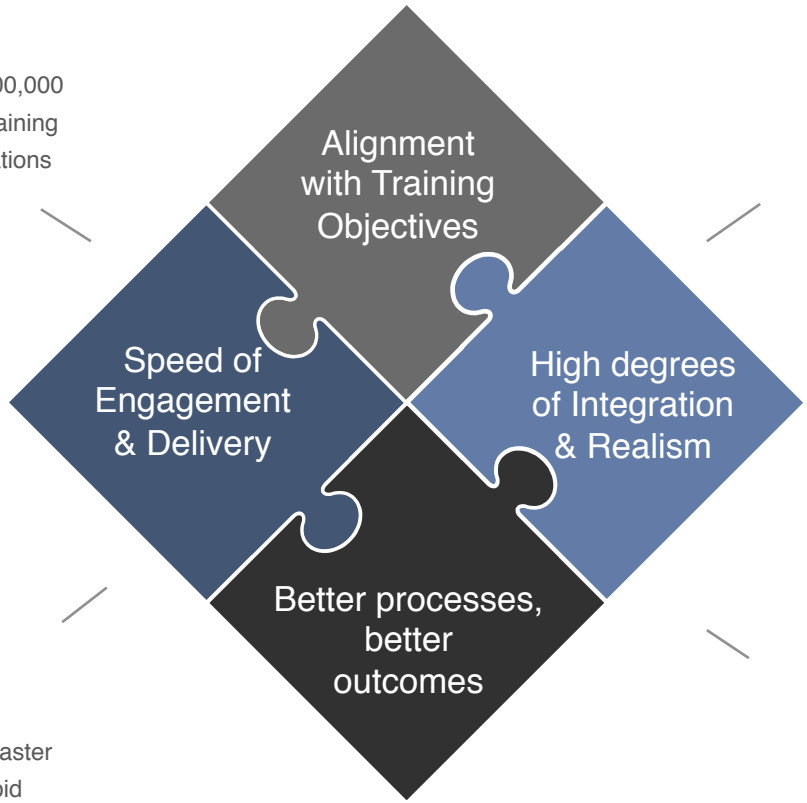
Our TRAINING SOLUTIONS are unique and distinctive in the marketplace in four ways:

Alignment with Training Objectives

- Technical depth in training, with over 200,000 hours invested in the development of training solutions for governments and organizations spanning five continents
- Solutions are built with multi-disciplinary team and with a clear and direct focus on the simulator's functionality as a training tool

Speed of Engagement and Delivery

- Capacity to engage with expertise in multiple forms of contracting and in-house design support, to define the right scope from among the many possible scopes
- Documented deliveries that were 70% faster than the clients' best estimate. With rapid development, complete programs may be completed 40% faster



High Degrees of Integration and Realism

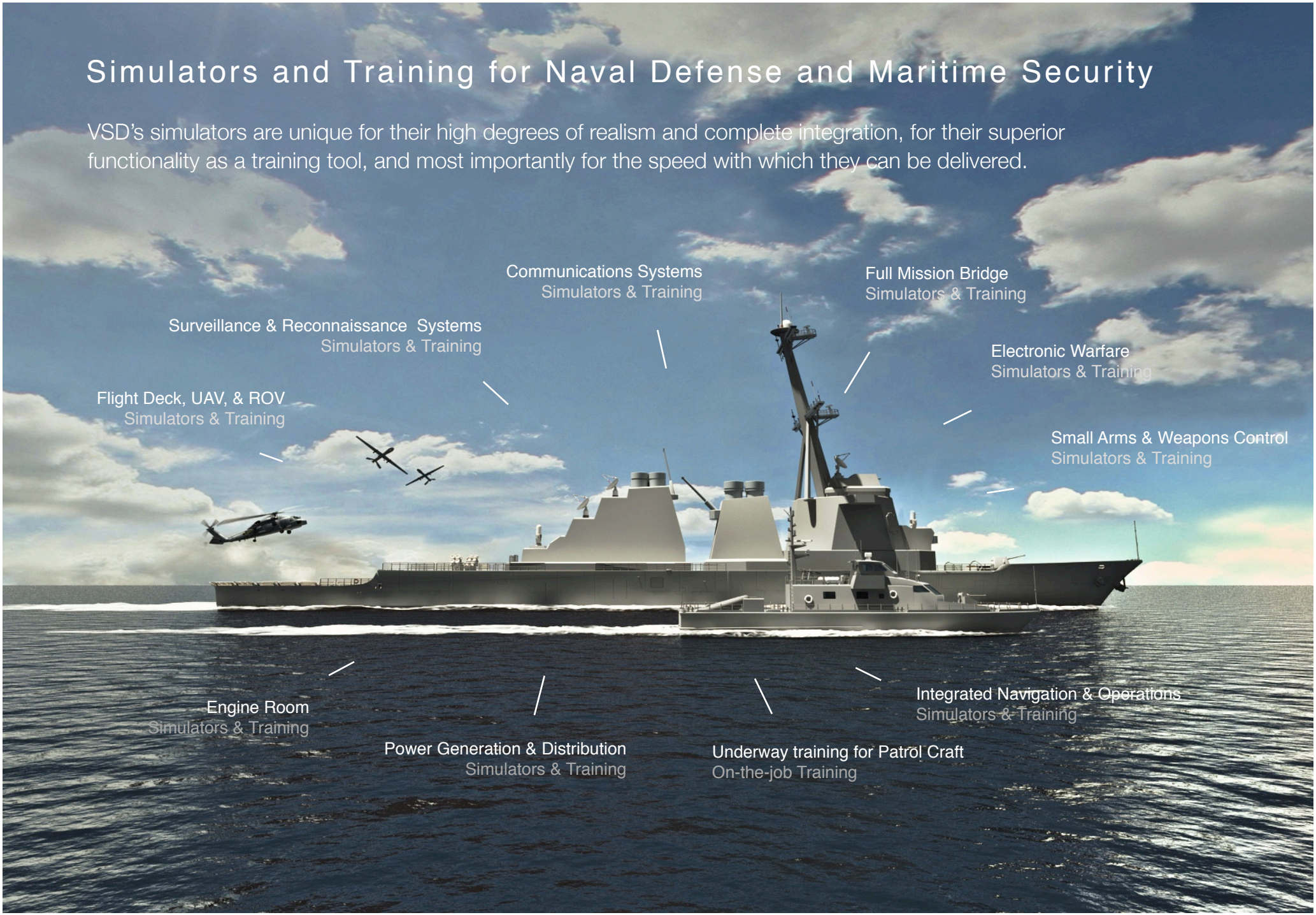
- Systems of systems, all working together through the integration of the hardware, software and courseware necessary to deliver a realistic working and learning environment
- A common virtual environment that allows a variety of simulators to be combined for training of complete crews

Better processes, better outcomes

- With hundreds of thousand of development hours under our belt, our processes are refined to provide our clients with optimum solutions
- VSD arranges its engagements around a lean production approach – where designers, builders and operators cooperate on the critical design efforts.
- At key points in overall program, VSD is able to process a number of key component developments in parallel, saving month of effort.

Simulators and Training for Naval Defense and Maritime Security

VSD's simulators are unique for their high degrees of realism and complete integration, for their superior functionality as a training tool, and most importantly for the speed with which they can be delivered.



Solutions, Simulators & Training for Urban Security & Civil Defense

VSD has assembled global consortiums which includes firms at the forefront of safe cities and civil defense systems (fire fighting, emergency management, safety). Our consortium members has built systems that protect more than five hundred million individuals spread across hundreds of cities on a daily basis.

Solutions, Simulators & Training in Industrial Settings

Training solutions for complex operations is where we excel. In industrial settings we work with industry experts and specialist technology providers to develop extremely precise training solutions. Our academic contributors – as necessary for complex engineering, driving simulation, etc. - are among the world's leaders.

Strategy, Planning, Design and Management Services

Our aim is not to deliver a solution, but to deliver the RIGHT solution. To achieve this goal, we assemble experts – regardless of where they are located - to provide upfront development assistance.

Upfront Planning Assistance

- Assessments of Needs
- Performance Gap Analysis
- Requirements Analysis
- Strategies for building capacity
- Planning of capacity building programs
- Technical Specifications
- Sourcing of Suppliers
- Consortium Team Building

Operations-phase Assistance

- Post-launch Operations Shakedown
- Day-to-day and Management Operations Supports
- Program and Facilities Management
- Maintenance, Repair and Upgrade Services
- Strategic Parts / supply Inventories
- Administrative / Student Record Support
- Certification & Testing Systems
- Evaluation and Program Enhancements

VSD | VSDG SIMULATION & TRAINING

North America, Europe, Middle East, Asia, & Pacific
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The contents, descriptions and information contained herein are subject to change without notice. References available.

Appendix 1: Naval Defense and Maritime Security - Specifics

Though our simulators can be delivered as “stand-alones” one of the most valuable features is their ability to be combined to form an HIGHLY INTEGRATED FULL MISSION SIMULATOR for the effective training of entire crews.

Products offered:	Customers served:	Highlights from some of our successful deliveries:
Full Mission Bridge SIM	• Navies of 12 countries	• Superior integration with other simulators for total crew training • Speed of delivery, quality of the system as a training tool
Communications SIMs	• Navies of 6 countries	• Essential tool for force-level training, part of the integrated full mission SIM
Surveillance and Reconnaissance SIMs	• Navies of 2 countries	• Linked with the world’s leading THREAT RECOGNITION training tool
Flight Deck, UAV, and ROV SIMs	• Navies of 2 countries	• Linked with the world’s leading THREAT RECOGNITION training tool
Engine Room SIMs	• Navies of 4 countries	• Tailored to specific engines, with “hot engine” add on for maintenance training
Power Generation & Distribution SIMs	• Navies of 3 countries	• Reverse engineered the GE LM2500+ turbine
Small Arms SIMs	• Navies of 2 countries	• Supports 7 different crew-served small weapon types, M2 through M16, AK47
Weapons Control SIMs	• Navies of 3 countries	• Simulated Fire Control Trainer with adaptable configuration and Ballistics
Electronic Warfare SIMs	• Navies of 4 countries	• Advanced EW Simulation for Air and Surface EW Training

Unlike any other simulator developer, we offer MILITARY GRADE TRAINING CURRICULUM, PROFESSIONAL INSTRUCTORS and IN-COUNTRY SYSTEM SUPPORT for every simulator that we produce.

Appendix 2: Land and Air Defense - Specifics

VSD specializes in the enabling training and simulation solutions that allow Armies and Air Forces to apply the newest and most advanced technologies. VSD is the global leader in commercial Threat Recognition Training Solutions.

Land Defense	Highlights
Combat Effectiveness (Small Arms)	• Partnerships with global leaders
Threat Recognition (INSIGHT) UAV Combat Effectiveness Satellite Recon Combat Effectiveness	• Used by 38 national forces • Documented to produce 15% to 30% performance improvement • Reduced the time to produce pre-mission briefings by 97% for the US Airforce
Military Vehicle Driver (Truck)	• NextGen driving SIM produced in partnership with Valencia Univ.
Military Vehicle Driver (HUMV)	• NextGen driving SIM produced in partnership with Valencia Univ.
Military Vehicle Driver (Specialty)	• Paired with advanced models
Land Equipment (SIM & Training)	• Strength in maintenance

Air Defense	Highlights
Threat Recognition (INSIGHT)	• Global leader product
Rotary Aircraft (SIMs and Training)	• Currently providing SIMs for 11 helo platforms • In partnership with global leaders
Vehicle Driver (Truck)	• NextGen driving SIM
Vehicle Driver (HUMV)	• NextGen driving SIM
Vehicle Driver (Specialty)	• Paired with graphic terrain data
Air Forces Equipment	• Strength in maintenance

VSD's new driving simulators are based on unique proprietary knowledge built up over the past 22 years by one of Europe's premier Simulation and Robotics R&D team.

Appendix 3: Urban Security and Civil Defense Solutions - Specifics

In these settings, VSD not only provides all of the necessary training required for operations, we also help Cities, Ministries and Corporations acquire these solutions through the multinational OEM consortiums we assemble.

Products offered:	Customers served:	Highlights:
Integrated Urban Security	• Seven cities, include the world's most modern system	• Delivered in partnership with the undisputed leading global firms • 7 world-class projects, representing the pinnacle of urban security solutions
Critical Urban Asset Protection	• Cities, Ministries, Corporations	• Providing full services: assessment, design, development, installation, operation
National Border Protection	• 10+ Countries	• Delivered in partnership with the undisputed leading global firms
Natural Disaster Risk Monitoring	• Over 10,000km monitored	• Delivered in partnership with the leading global firm
Safety & Emergency Training	• Over 500 projects delivered	• Full range of courses to international standards, specializing in industrial settings
Fire Fighting & First Responder	• Over 200 clients	• Delivered through an exclusive partnership with the leading global providers
Safe Driving & Defensive Driving SIM	• Cities, Nations, Corporations	• Delivered in partnership with one of Europe's leading Traffic Solution R&D Labs
Construction Operations SIM	• Corporations, Ports, Shipyards	• Specialization in the larger heavy lift cranes for port and shipping applications
Critical Infrastructure Protection	• Oil & Gas, Power, Cultural	• Providing full services: assessment, design, development, installation, operation

Many of the urban security and civil defense challenges we face today have never been solved before. This is why we have emphasized partnerships in order to access the world's leading innovators that are essential for such effort.