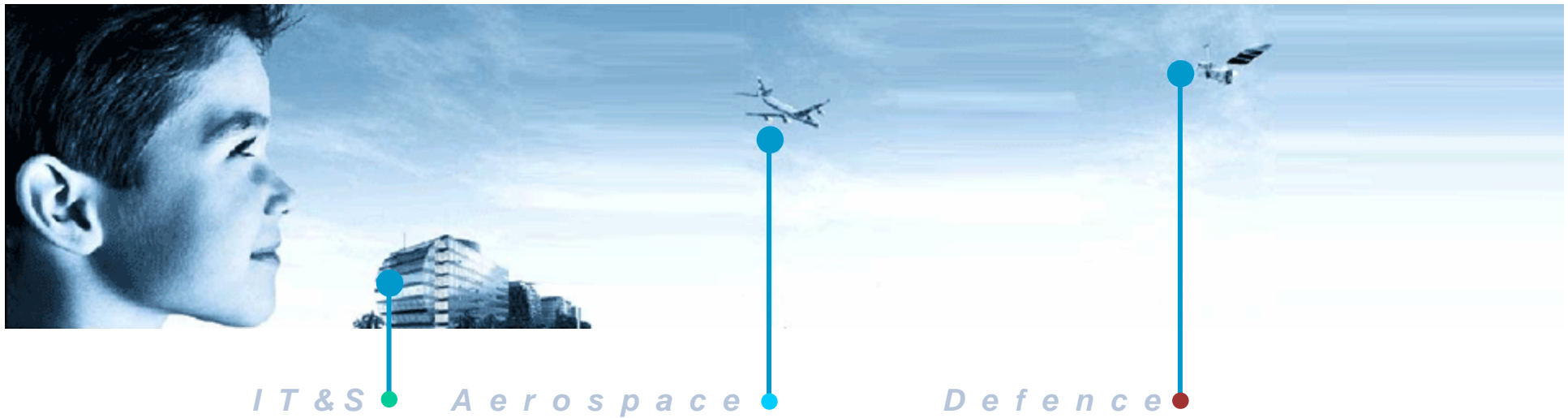




PMI – Building Professionalism in Project Management™

The Project Management Institute potential Chapter
Berlin/Brandenburg

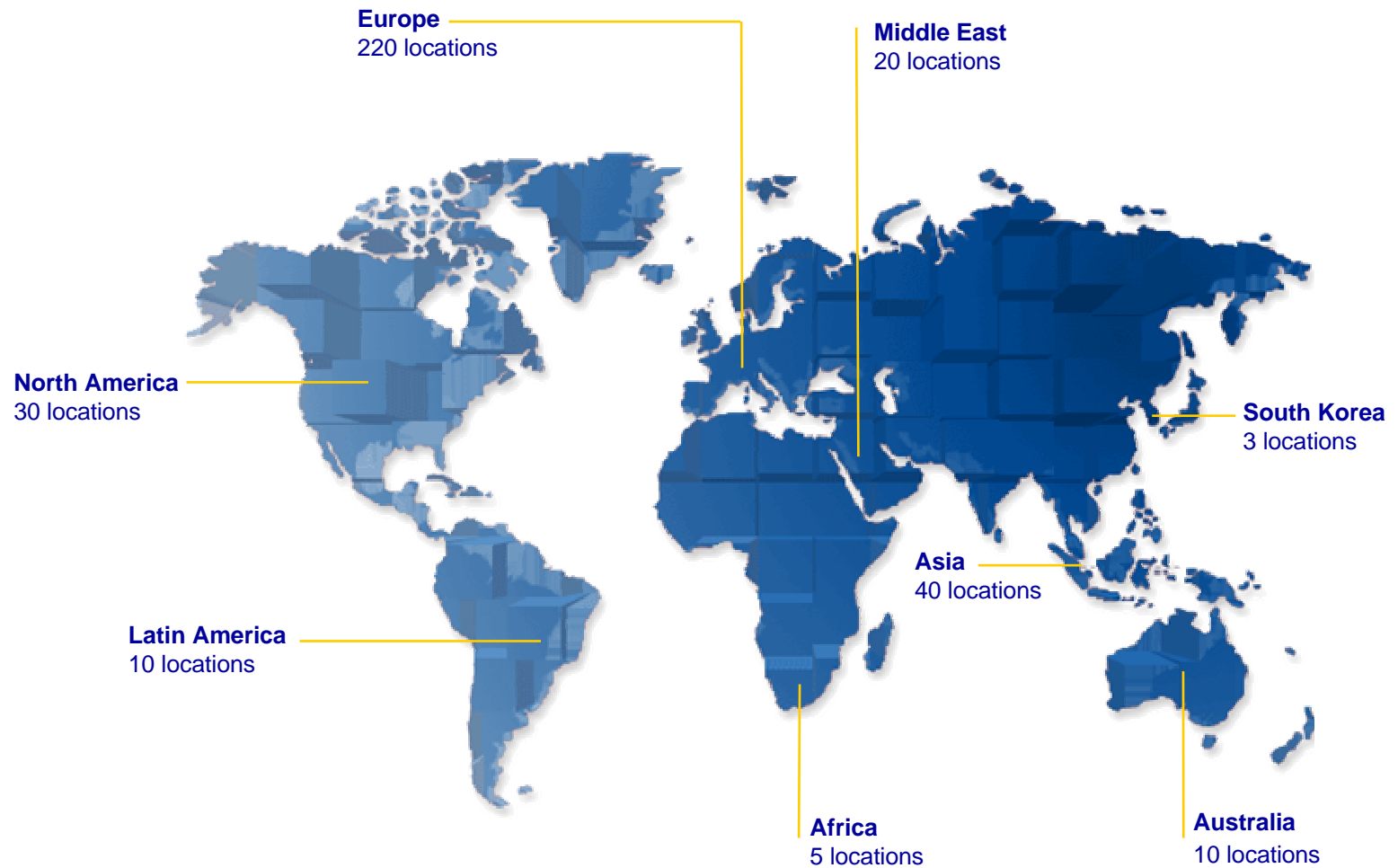
The Thales Group



The future is safer when you find the Thales point

THALES

A worldwide leader



65,000 people in 50 countries
2002 sales: 11.1bn euros

Defence 61%

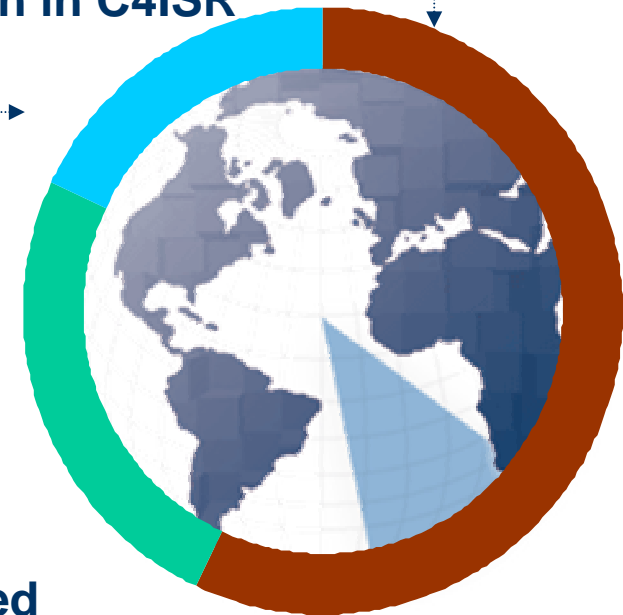
On land, at sea, in the air and in space, Thales is a systems architect with all the critical capabilities needed for the network-enabled warfare of the 21st century and a leading position in C4ISR

Aerospace 16%

Present throughout aviation safety applications: avionics, air traffic management, simulation and training

IT& Services 23%

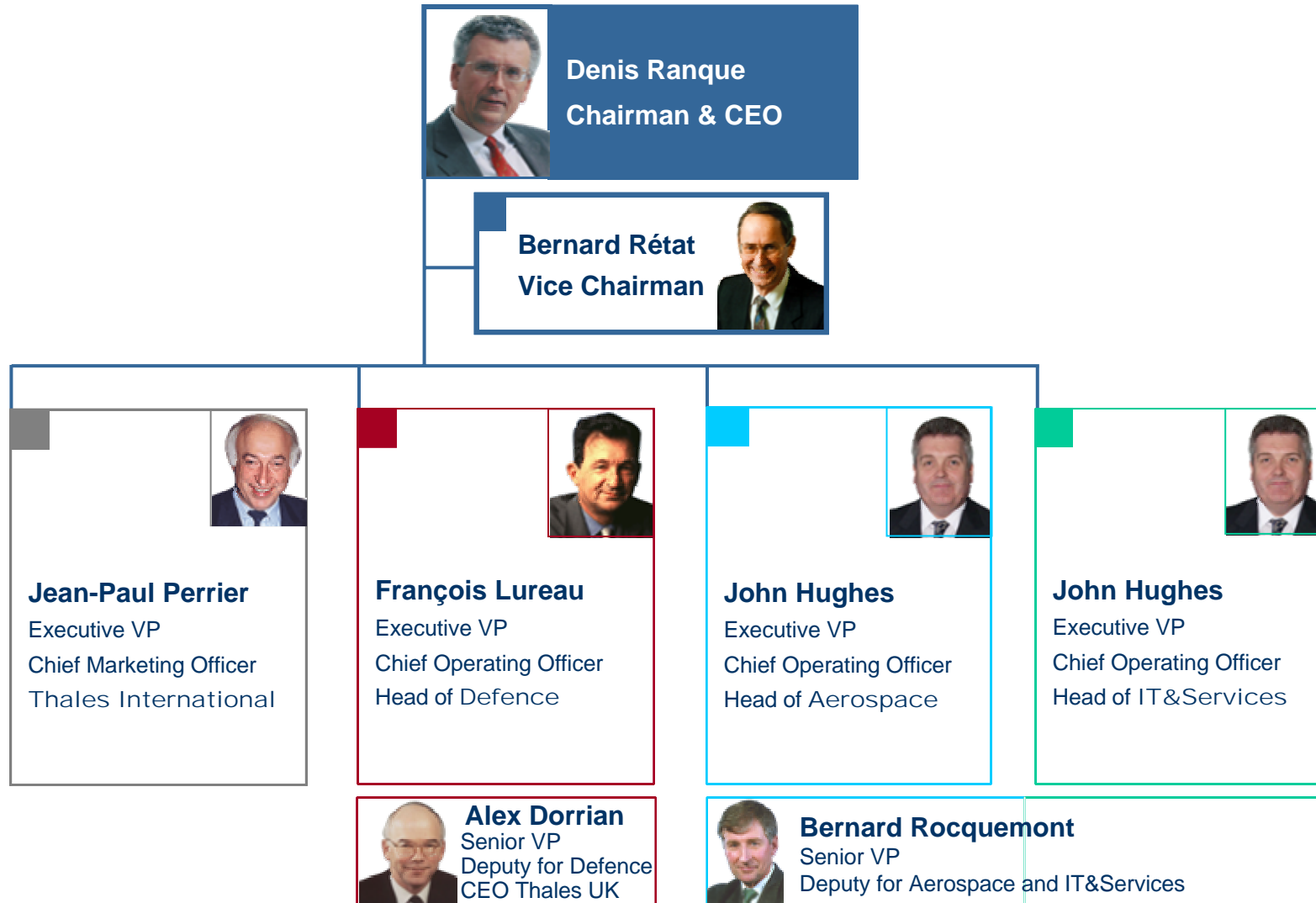
IT solutions for government, businesses and consumers: secure operations, positioning-based solutions, communications components, services & solutions, information systems



Security = 80 %

- 
- We comply with security & sovereignty regulations**
 - We apply internationally accepted business practices**
 - We implement an explicit code of ethics**
 - We adhere to environmental laws and regulations**

This is the way we show our commitment, as a responsible international corporation, to our customers, suppliers and partners, shareholders and markets, employees and the environment



Three business areas serving three broad markets

 Aerospace

 Defence

 IT & Services





- **European leader and in top 3 worldwide in avionics, training & simulation, air traffic management**
- **Market segments: commercial 70%, defence 30%**
- **Dual technologies**

Unique positioning across the entire air security chain

Aerospace key references

Avionics

Air traffic management

Training & Simulation



■ **Cockpit avionics, utilities and services to 200 airlines, 40 armed forces & aircraft manufacturers**

- Major partner for Airbus, Dassault, Eurocopter, Bombardier, Agusta Westland
- Onboard A380
- Onboard all major European military aircraft & helicopters: *Rafale, Mirage, Eurofighter, Tiger, NH 90*

■ **The largest installed base of ATM equipment in the world: customers in 160 countries**

- Recent successes: Australia, China, Brazil, Denmark
- Eurocat 2000 centres operational in 10 countries (plus 12 under contracts)

■ **800 devices in operation in 60 countries**

- *Eurofighter* simulator
- French-German *Tiger* helicopter simulator
- UK training contracts: *Tornado GR4* pilots (30 years); *RAF Lynx* helicopter (12 years)

THALES



- **Complete solutions capability: prime contractor, systems architect, equipment & service provider**
- **International company with substantial European footprint, notably France and United Kingdom**
- **Addressing all critical capabilities; present on all types of platforms**

A fully integrated approach to the defence industry

Air

- **Fighters:** **Mirage** (30 countries), **Rafale** (France), **Tornado** (Europe), **Typhoon / EFA** (Europe)
- **AEW:** **Emb145** (Greece), **Sea King MK7** (UK)
- **Optronic systems:** **RecoNG** (France)
- **Helicopters:** **Tiger** (Europe, Australia), **NH90** (Europe), **EH101** (UK)

Land & C4ISR

- **Air-defence missile systems:** **Crotale**, **Shahine** (France, Saudi Arabia, Greece...), **Pegasus** (Korea), **Starstreak** (UK), **FSAF** (Europe)
- **Air operations:** **ACCS LOC1** (NATO), **SCCOA** (France)
- **Counter-battery radar:** **Cobra** (Europe)
- **Army communications systems:** **RITA** (France), **PR4G** (25 countries)
- **Light armoured vehicles thermal sight:** **BGTI** (UK)
- **Next-generation soldier systems:** **Felin** (France)



Sea

- **Prime contracting:** **Minrem** Sigint vessel (France), **Sawari II** (Saudi Arabia) and **Horizon** (France-Italy) frigates, **Huon**-class minehunters (Australia)
- **Prime contracting for combat systems:** **LCF** and **F124** (Netherlands/Germany), **Meko A200** (South Africa) frigates
- **Prime contracting for retrofit and upgrade:** **FFG7** frigates (Australia)
- **Systems and equipment for frigates - T45** (UK), **KDX11** (Korea) -, **submarines - Astute** (UK), **Triomphant** (France), **Scorpene** (Chile) -, and **maritime patrol aircraft - Nimrod** (UK), **Meltem** (Turkey)



- **Leveraging dual-use technologies**
- **Services, solutions, products and sub-systems provider**
- **Strong positions on targeted B2B markets**

Added-value solutions and services for growth markets

IT & Services key references

Secure Operations

Positioning Based Solutions

Communications Components

Services & Solutions

Information Systems



A world leader in security infrastructure solutions for B2B and B2G markets

- e-government solutions
- Crypto security, IT security
- Smart card technology
- Biometrics & associated technologies
- Physical security (ID cards for China)

N. 2 world-wide in professional & consumer satellite navigation

- GPS satellite positioning technology (prestigious brands like Magellan)
- Telematics solutions
- Car navigation systems
- Galileo programme

Manufacturing for a broad range of applications

- Electron tubes & devices for digital broadcasting, satellite & ground communications, diagnostic imaging, industry & science
- HF micro-wave & GaAs components & modules

Turnkey solutions for broadcasting, transport and telecoms

- Terrestrial radio & TV transmission - systems in over 170 countries
- NBC detection
- High-performance Embedded computers
- Transport services

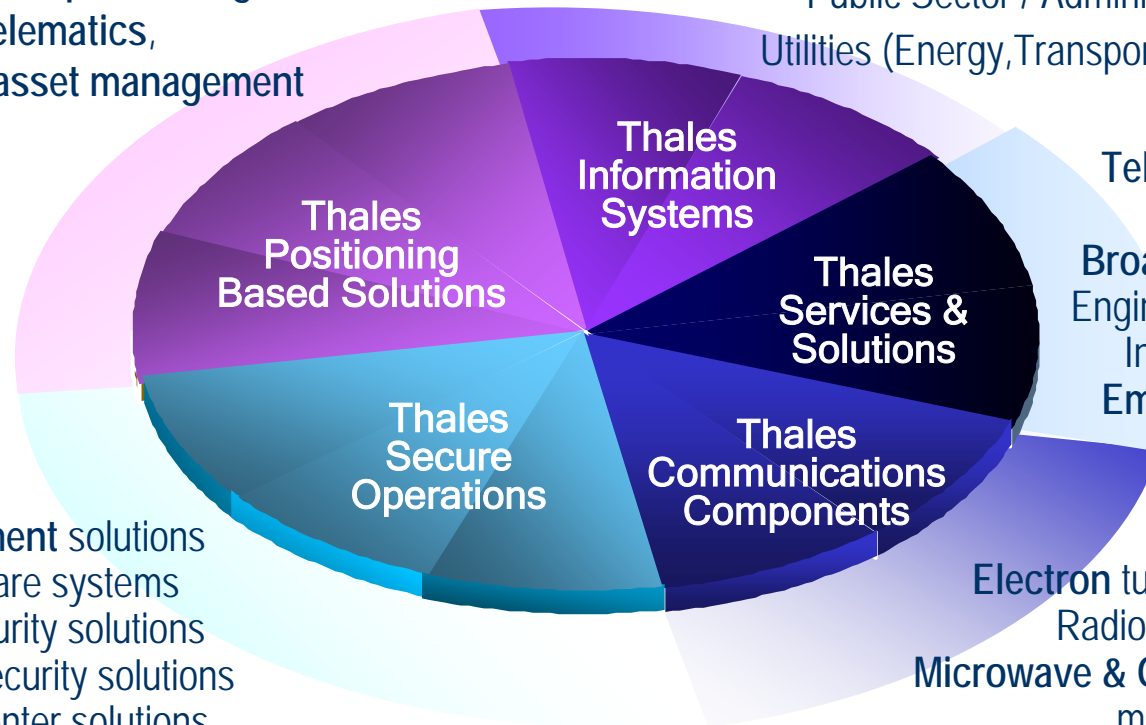
European player in the systems integration market for Finance, Industry, Services and Public sector

- International references for turnkey control & command systems for energy and transportation

Five Business Areas

GPS & high precision positioning products
Services for **positioning**,
telematics,
fleet and asset management

Systems integration for
Industry, Banking & Finance,
Public Sector / Administration,
Utilities (Energy, Transport, Telecom)

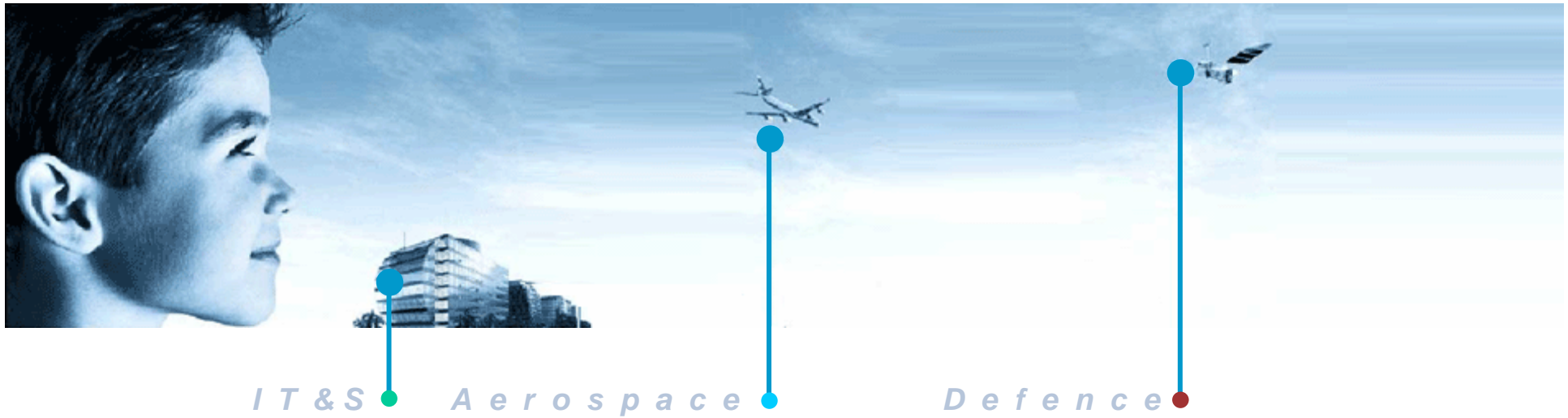


Telecom services for
Transport
Broadcast & Multimedia
Engineering, Consulting &
Industrial Solutions
Embedded Computer
Systems

Secure payment solutions
Integrated fare systems
Network security solutions
Transaction security solutions
CRM / Call center solutions
Identification systems
Site / Personnel security
solutions

Electron tubes and devices
Radio frequency,
Microwave & GaAs components &
modules,
Design and manufacturing services

THALES INFORMATION SYSTEMS



THALES



An international presence close to the client



- 8 European countries
- 44 offices

- Argentina
- Cuba
- Hong Kong
- Mexico City
- Moscow
- Singapore
- Brazil



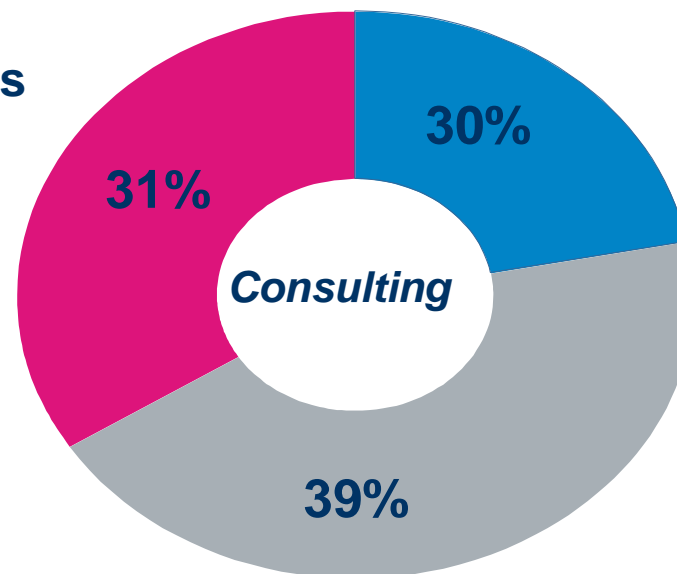


A comprehensive supply

- Accompanying changes: consulting
- A balanced supply: T&M: 40% - fixed price: 60%
- Large contract management

Information Systems

ERP
PDM
Portals
Architecture
EAI

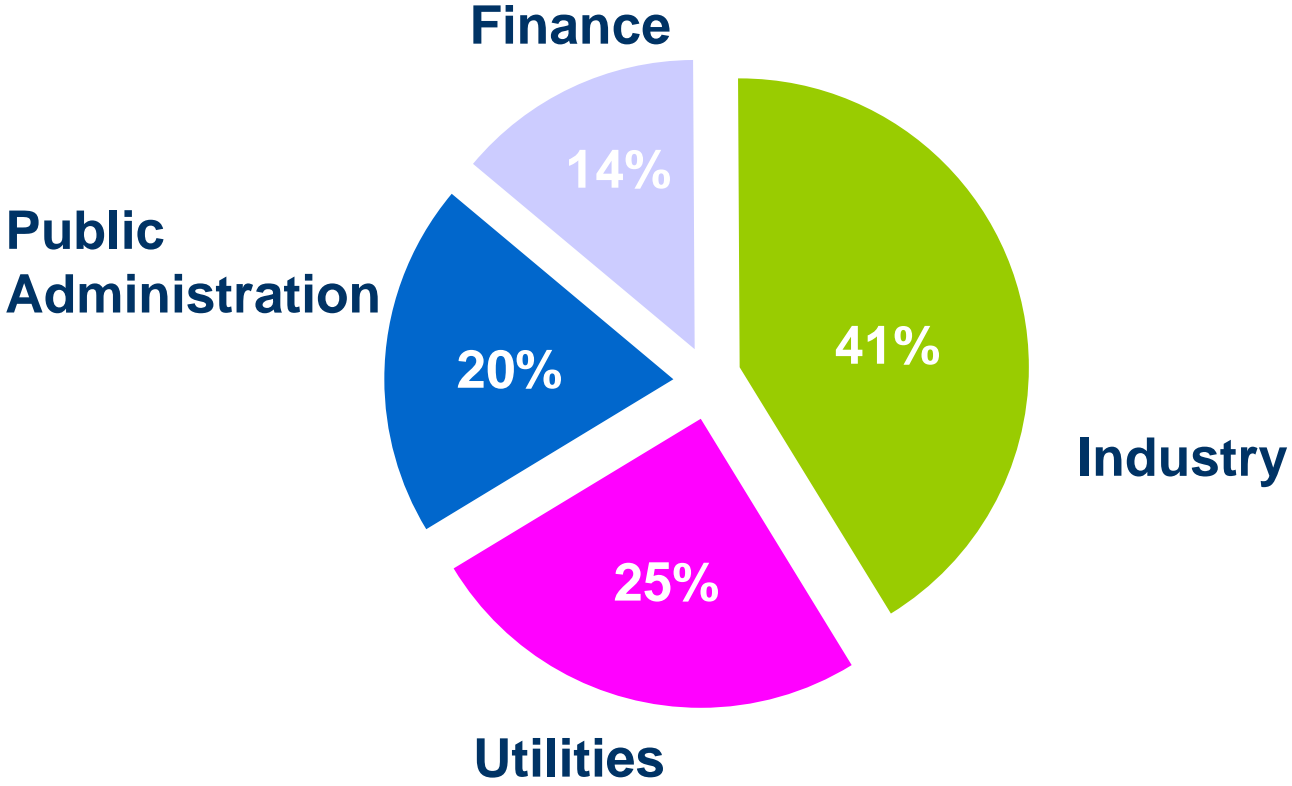


Outsourcing
(facilities management
application management)

Technical Systems



A balanced client portfolio



Chaptertreffen am 04.09.2003- Agenda



- 18:00 Begrüßung durch den Gastgeber *Reiner Oley*
- 18:05 Vorstellung PMI Berlin/Brandenburg
Potential Chapter
Steffi Triest/Oliver F. Lehmann
- 18:20 Qualitäts- und Leistungsansprüche an einen
Projektleiter
Stefan Löffler
- 19:00 Pause
- 19:15 „EDS Project Health Check“ – mehr als eine
Kenngröße der Projektqualität
Andreas E. Reinhard
- 20:00 Ausklang mit der Möglichkeit zu Gesprächen