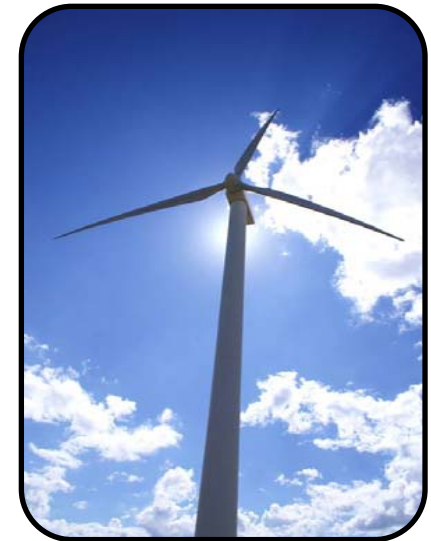
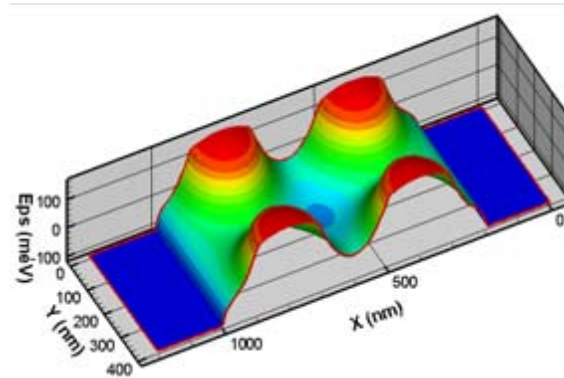
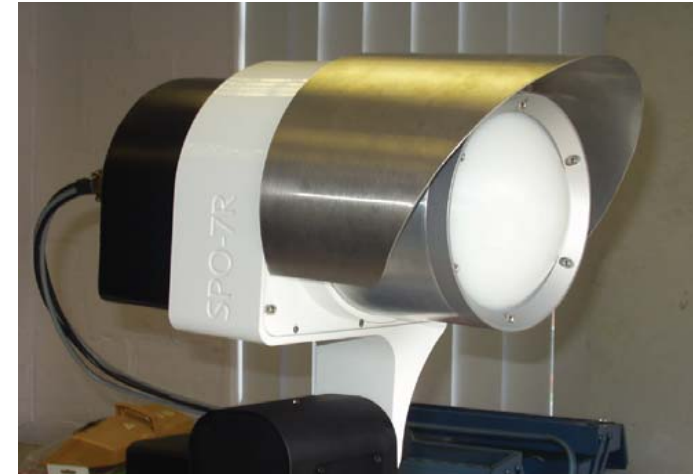


QinetiQ ~ European Framework Experience

Colin Harper
Strategic Business Manager ~ Government

15th January 2010



Presentation Content

Brief company overview

Rationale for engagement with framework

Summary of work done through framework to date

Future research priorities

Recommendations for changes going forward

Our business

- We provide research, technical advice, technology solutions and services to customers in core markets of defence and security
- We are increasingly working to transfer our expertise and capabilities into adjacent markets such as energy and environment
- We operate principally in the UK and North America and have recently entered the Australian defence consulting market

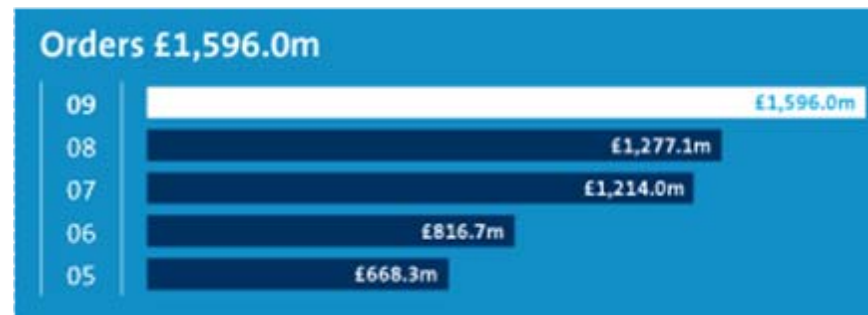
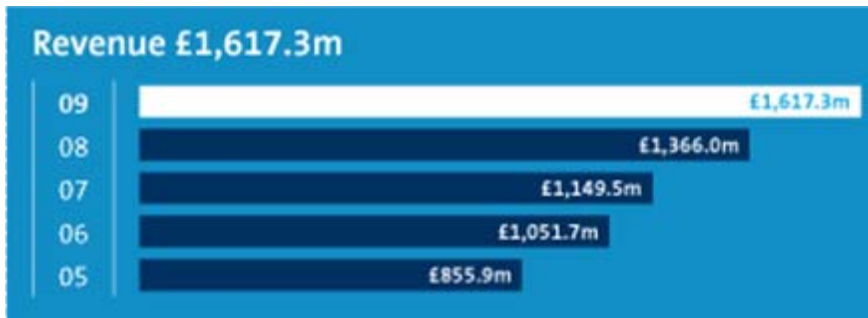


UK-based, global reach

- Head office is in Farnborough, Hampshire, one of 40 working sites in the UK
- QinetiQ North America operations are divided across: Technology Solutions, Systems Engineering and Missions Solutions
- In 2007, QinetiQ acquired three defence consulting companies representing QinetiQ's first investment in Australia



Operating performance



Why Open Innovation? ~ Why EU Framework Programmes?

DERA heritage

Focus on key technical areas where QinetiQ is recognised or aspires to be World Leaders

Customers demanding holistic solutions

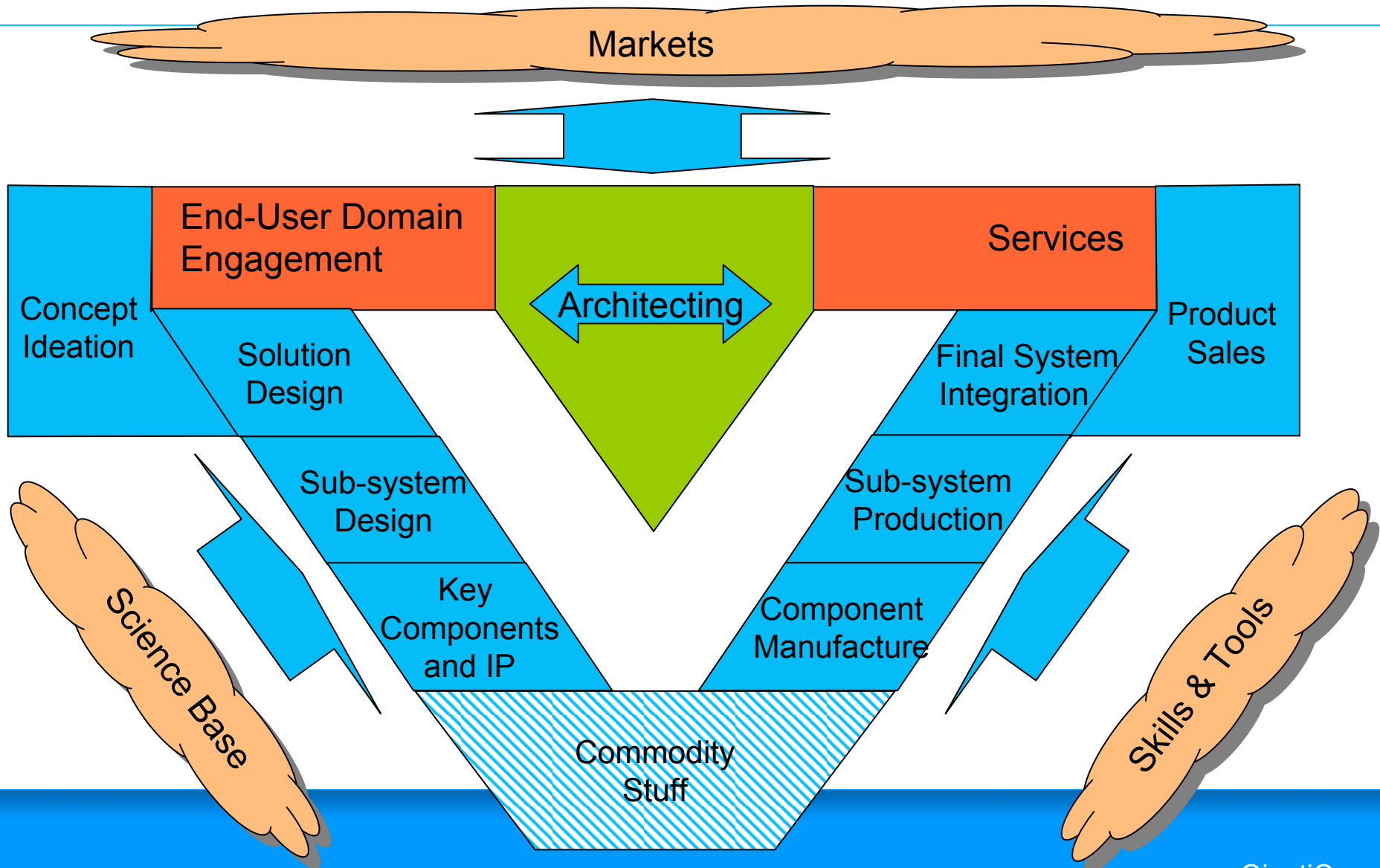
Entry into new markets beyond defence

- Security
- Energy & Environment

Associated need to develop value chains and Networks



21st Century Innovation – value creation network



QinetiQ Engagement with EU Framework

Evolving strategy for FP7 following reduced participation in FP6

Need to:

- Align with other activities
- Target downstream business
- Position ourselves with customers and within supply chains

Particularly important for:

- Transport (Aerospace)
- Security
- ICT
- Environment
- Space

Aerospace

Highly active in FP 3-5 but there was a distinct decrease in participation levels in FP6.

FP7 is particularly important for civil aerospace as large collaborative R&D programmes are the method of choice for technology development, risk management and demonstration in this domain.

In FP7 involved in 6 submissions into the AAT (Aeronautics and Air Transport) - success rate of 50%

Largest proposition is the Clean Sky JTI. This will be a €1.6B programme that absorbs / replaces many technology projects on aerodynamics, flight guidance / control, systems, propulsion

Links to ASD (Air Transport Commission), SESAR JU, and the Clean Sky JU Board, EU EqIMG (Equipment Industry Management Group), IMG4 (The Industry Management Group) and ACARE (Advisory Council for Aeronautics Research in Europe) on development and definition of future calls.

COMMUNICATIONS

New to FP

Limited participation to date:

Participated in 8 consortia bids and listed for negotiation in only 1

- Secure Communications (led by QinetiQ)

Research Provider in 2 current Healthcare related R4SME projects

OPTRONICS

Active in FP4-6

- Led consortia in microsystems technologies in FP6

Participation is key for developing enabling technologies towards products and engagement with supply chain and exploitation routes.

Membership of Steering Groups of EPOSS, Photonics21 and ENIAC

4 proposals in 1st Call of FP7 (none led by QinetiQ)

- 2 ICT (FET) IPs, 1 Security CP
- 1 NMP IP

6 proposals into 2nd Call of FP7 (none led by QinetiQ)

- 5 into ICT (Photonics)
 - Telecoms IP (led by Aston Univ) and STREP (led by VTT)
 - 2 STREPs on gas sensors (1 led by Lancaster Univ, 1 by VTT)
 - 1 STREP on next generation mmwave imaging
- 1 into ICT (MicroNano Systems)
 - Network of Excellence (led by Lancaster Univ)

Transport & Security

Participated in 6 consortia bids to FP7

Will target future Calls where well aligned to current investments

Space

Already strong engagement with Europe via ESA

Participated with Thales-Alenia-led consortium for FP7 – ICT (geospatial & environmental security project - GENISIS)

Targeting future calls and further agency work

Future Research Priorities

- **Mitigating the Impact of Climate Change**
 - Low Carbon Transport
 - Energy Efficient Buildings
 - Renewable Energy
 - Security of Energy Supply
 - Carbon Capture & Storage
 - Enhanced Oil & Gas Extraction
 - Energy from Waste
- **Security of European Citizens**
 - Network security wrt Future internet protocols
 - Mass transit security
 - Protection of Critical Infrastructure
 - Event Security
- **Realising the Potential of Quantum Technologies**
- **Underpinning European Position in Global Space market**



Changes we would like to see in FP8

- Simplified application process ~ suggest the TSB 2 stage process represents best practice
- Less bureaucratic audit process
- Support for smaller consortia
- Payments against individual organisation deliverables

Key Message:

We would like to see a complete overhaul of the funding mechanism such that rather than trying to anticipate the details of who will deliver which part of the programme, an organisation will be paid a pre-agreed value against the delivery of a particular milestone.

QinetiQ

The Global Defence and Security Experts