

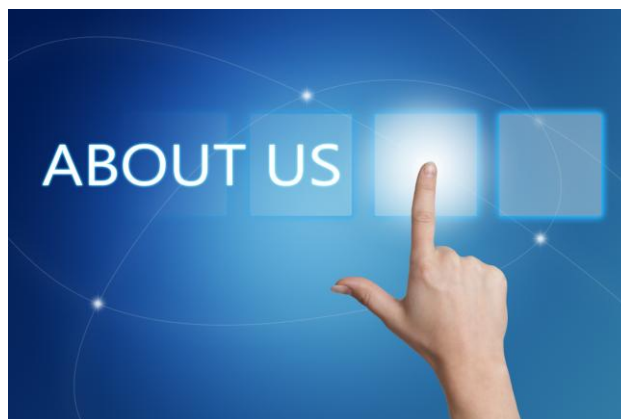


# **Intelligence Innovation Consulting**



*Specialist in the market  
Public and Homeland Security*

## ***About us***



We address companies, organisations and start-ups active in the market segment of public and homeland security:

- Development of innovations and business start-ups.
- Project management.
- Provision of office and business premises.

IIC helps companies and founders of new businesses to develop ideas and transform them into innovative marketable products and business models. A wide global network supports the processes.

IIC accompanies the management of complex projects. The aim is not to deal with the unimportant and the self-evident, but to clarify questions constructively and goal-oriented within the framework of given time schedules, budgets and specifications.

IIC offers and manages locations and business premises in the Nuremberg Metropolitan Region and at the Ilmenau site in Thuringia.

Our ethical values follow the law, human rights and the natural perception of legal rights.

## ***Concentration on the essentials***

Communication, openness to new ideas and transparency in a fair and collaborative management determine our way of working. Information technology and knowledge management in all business areas are the fundamental elements of excellent corporate development. We have learned a lot ourselves, planned, achieved and are also familiar with the appearance of large, international organizations and corporations.

IIC shares information, knowledge and experience and is involved in technology-driven innovations. The bundling of all forces enables the best possible effort. IIC acts and advises effectively and efficiently in a global environment:

- The technological interest and experience are concentrated on software products and systems whose function is essentially determined by signal and information processing.
- Social competence helps to accompany dynamic and exciting start-up scenarios sensitively, yet critically and goal-oriented.
- If necessary, experienced experts and personalities from the network will assist you in all questions that go beyond the core competence of IIC.

## ***Initiative***



In January 2016 I was privileged to enter a new phase of my professional life. More than 33 years of activity as an owner and CEO lay behind me. I also wished to start working as a consultant, investor and business angel with a focus on innovation management, technology transfer and management consultancy in the field of security.

Ethical values, the legal framework conditions determine my personal understanding of business life. My concerns are best relations, trust and fairness in the relationship with all business partners and colleagues - in accordance with the tradition of the famous "respectable merchant", which goes back to the 16th century of the Nuremberg merchants.

## ***More than three decades of experience***

At the age of 28 in 1982 I founded MEDAV Digitale Signalverarbeitung GmbH after my studies and doctorate at the Chair of Telecommunications at the Friedrich-Alexander-University in Erlangen. The aim was to introduce innovative digital signal processing technologies for products and systems in the market for measurement and communication technology.

With the foundation of LingKom GmbH in 1988, the spectrum of technologies covered was expanded to include multimedia and speech recognition. LingKom was divested to G-Data Software AG, Bochum, in 2001.

TeWiSoft GmbH was founded in 2000 in Ilmenau. Close cooperation with the Technical University of Ilmenau was an essential element of this initiative. TeWiSoft was merged with MEDAV in 2007 and contributed to the further positive development.

By 2012, MEDAV grew organically with high-end products in the field of signal acquisition and direction finding for the global security market. MEDAV proved its position as an innovative company with an excellent reputation in the international environment.

In 2012, Saab AB became the sole shareholder of Saab Medav Technologies GmbH after the sale of the company's shares. Under my management, Saab Medav Technologies GmbH continued to prosper as a highly profitable company with a turnover of approx. 30 million euros and an export share of approx. 90% until 2015.

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Today, a team is ready to share expertise and create innovative ideas. The combination of experience with motivation and openness to the technologies of young personalities is the best prerequisite for innovation and success in the market.

## ***Start-Ups***



You are in good hands with us if you are planning a company foundation with technical innovations. We are specialists in the global market of public and domestic security. We know the requirements and are well networked internationally with our customers.

## ***Support and cooperation***

The step towards founding a company begins with fundamental considerations and decisions. Your family, partners and the entire team are affected by this and have certainly already been involved in the process. You start in a phase of reviewing and analysing your ideas and plans. Risks and opportunities must be assessed objectively and realistically.

In our opinion, you should consider independence as an opportunity to implement your own ideas and potential passionately and competently. What you have often been denied as an employee can be achieved as a self-employed person. You are free to create the atmosphere for innovation at your own initiative. However, please remember that success will not come automatically.

Many competencies have to work together in order to start and successfully pursue a start-up project under good circumstances. Success, flexibility, income and fortune must be hard fought step by step. Many details, processes and individual steps have to be processed. An idea only becomes an innovation when it is proven to be a product in the market.

"Genius is 1% inspiration and 99% perspiration."

(Thomas Alva Edison)

# ***Project management***



The vast majority of orders in the security market have been planned from the very beginning as a project or have mutated into a classic project in the course of completion, characterised by uniqueness, research and development work and customer-specific adaptations. Consistently, a professional project management has to take into account the various steps that are commonly demanded. IIC is actively involved in supporting projects:

- System supplies for industry and sovereign agencies at home and abroad.
- Developments, also in cooperation with research institutes and the use of technologies from electronics, high-frequency technology, signal processing, pattern recognition and information processing.



## ***Contributions***

The success of the project is based on the conception phase. Project execution follows:

- A coordinated design requires a realistic estimation of requirements and feasibility within given time, budget and specifications.
- Documents, quality management and coordination processes must be created technically and legally correct and consistent.
- In cases of doubt, the client and the contractor must find and agree on a mutually acceptable solution.
- Efficient providers, suppliers and partners from research must be examined and selected for a conclusive and economical concept.
- The diversity of fundamentally suitable technologies requires reliable and objectively substantiated decisions.
- Different opinions and backgrounds of experience, also the different contributions of "young and old", as well as the mutual contact of the participants, create conflict potential with which professional and sensitive treatment must be handled.
- Costs, risks and time delays due to premature decisions, lack of competences and skills as well as unnecessary new developments are avoided by competent and convincing moderation during the course of the project.

These individual steps are partly the responsibility of the client, partly the responsibility of the provider or contractor. We would be pleased to get involved.

## ***Smart security sites***



The Nuremberg metropolitan region - near the Friedrich-Alexander University Erlangen-Nuremberg - is an interesting and attractive high-tech location for the establishment of a smart security oriented industry. Ilmenau is located in Thuringia - near the Technical University of Ilmenau. Nuremberg, Erlangen, Ilmenau offer numerous activities and initiatives in business start-up areas with office space and a suitable infrastructure.





## ***Location development***

Site development is a task in which politics and governmental institutions for economic development play an important role. The positive attitude of companies towards "working together in the market" must be created in a targeted manner. IIC is committed to promoting such activities and raising awareness for companies in politics and in the public arena. Dealing with ethical questions about "Smart Security" completes the spectrum of supporting measures. The establishment and operation of incubators also creates space for start-ups.

Smart Security defines a market segment that accepts the cooperation and presence of young and innovative companies to a high degree. Innovative products and services to support public and internal security missions are of the utmost importance for success. Speed and flexibility in the implementation of an urgency need are required. The discussion and cooperation in small working groups facilitate the maintenance of the required confidentiality. Smart security companies are attractive for this clientele.

Customers are sovereign procurement authorities or relevant system companies with worldwide locations. An immediate presence close to each of these customers is economically not possible. The demand is diverse and is often met by just a few buyers. A wide range of products at a concentrated location is attractive for the customer. The global market is also interesting and necessary for the small company from the very beginning. The Smart Security community benefits from the geographic concentration and joint marketing and sales activities.

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