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BAE Systems Partners Locally to Support Key Capabilities for Brazil's Armed Forces

BAE Systems has worked closely with the Brazilian government to bring important capabilities and advanced technological solutions to the country's military for decades. As a worldwide leader in defense and technology, BAE Systems has delivered highly capable combat vehicles, warships, gun systems, avionics, and other critical components and services to the Brazilian Armed Forces.

But BAE Systems does more than support the Brazilian government and its men and women in uniform. The company goes the extra mile to invest in the future of the Brazilian people and economy by partnering with the military and local businesses to train and sustain a skilled workforce, →

create new jobs and transfer key technology and advanced manufacturing techniques to strengthen Brazil's industrial base.

"We are committed to meeting the needs of Brazil to help it ensure it maintains a highly effective fighting force to protect its national security interests," said Marco Caffè, who is based in Brasilia as BAE Systems' general manager for the country. "In doing so we are continuously focused on ways to support the local economy through the use of local supply chains, industrial partnerships and other investments to establish and support local development and production capabilities.

The M113 Armored Personnel Carrier: A Case Study

At the Brazilian Army's Regional Maintenance Park 5 in Curitiba, Paraná state, Army personnel are busy upgrading M113 Armored Personnel Carriers to a new configuration by re-using existing hulls and installing new or upgraded engines, transmissions, cooling systems and a range of other systems for significantly improved vehicle capabilities. The M113 is the largest family of armored tracked vehicles in the world, with 80,000 in service.

BAE Systems began work on the A2 MK1 variant upgrade program in 2011 and in partnership with the Brazilian Army located the effort in Curitiba. There the company is training Army personnel and other workers to carry out the upgrades and maintenance through technology and know-how transfer that produces jobs and creates a highly skilled workforce. The arrangement also allows the Army to cost effectively perform sustainment work, including repairs and upgrades, for the lifecycle of the fleet, helping to facilitate higher operational readiness.

So far the team has jointly delivered 250 vehicles with the help of local suppliers based in Curitiba and Sao Paulo who have assisted with rebuilding transmissions, providing track pads, and refurbishing wheels while inspecting new and remade components.

"The M113 upgrade program is a shining example of how we as a company partner with our customer and local suppliers and workforces to deliver critical capabilities to the Brazilian Armed Forces while investing in the Brazilian economy and supporting the policies of the Ministry of Defense," said Marc Collins, vice president of business development for Latin America at BAE Systems Platforms & Services, which is based in the United States and is the original manufacturer of the M113.

BAE Systems is currently working on providing the Army with upgraded M109 self-propelled howitzers known as the M109A5+, with the deliveries scheduled in Brazil for 2019. As BAE Systems continues to work on the M109A5+, the company will continuously evaluate ways to involve local industry.

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A Track Record of Industrial Cooperation

BAE Systems has a long-established precedent of partnering with local industry in country to support military acquisition programs, and can apply that experience and lessons learned across a wide array of customers and programs.

“Adopting an approach of partnering locally to compete globally shows we have a solid understanding of the long-term benefits not just for us, but for our in-country partners as well,” Caffè said. “By partnering with us and having their products certified in the process, our partners could potentially gain access to the global supply market and BAE Systems’ global supply chain.”

The company has comprehensive success stories in this regard, such as the establishment of the FNSS joint venture in Turkey 25 years ago with Turkish firm NuroI. FNSS has since blossomed into a major designer and producer of combat vehicles, including for international customers. There’s the recent arrangement with Indian offset partner Mahindra, to include technology transfer and training, for the final assembly, testing and integration of the BAE Systems-produced M777 ultra-lightweight towed howitzer under a U.S. government Foreign Military Sales program.

BAE Systems Hägglunds, based in Sweden, has a superior history of working with local industries in customer countries acquiring the CV90 Infantry Fighting Vehicle (IFV). The business collaborates with partners to support jobs, transfer technologies and skills, and bring suppliers into the global supply chain, often exceeding customer expectations. Among its better known partners are Van Halteren Metaal in the Netherlands and Ritek in Norway.

“Our FNSS joint venture, the M777 arrangement in India, and our cooperative industrial engagement on CV90 are just a handful of examples that demonstrate our breadth of experience at setting up a variety of arrangements to meet customer needs while supporting local economies,” Collins said. “It is very much part of our strategy for doing business abroad, the way we are already doing it in Brazil and intend to continue doing so in the future.”