



□ Customer interview

Philippe Brohan,
EADS network engineer

EADS Defence & Security Systems

Mission: develop integrated systems solutions that meet customers' needs in terms of advanced network-centric capabilities

A division with three activities: Military Air Systems, Defence and Communications Systems, and Defence Electronics.

Sales:
€5.6 billion in 2005.

Number of employees: 23,000
including 2,500 at Élancourt.

The technical and human re needed to meet the EADS

SPIE Communications was awarded the contract for the installation of the entire network and security infrastructure at the new EADS Defence & Security site in the Paris area. A large project moving briskly ahead.



Connecting one of the 120,000 RJ 45 connectors at the site.

What exactly does EADS Defence & Security Systems do?

Philippe Brohan: EADS Defence & Security Systems (EADS DS) is, as its name implies, the defence and security division of EADS. Our job involves the integration of large defence and security systems used for both civilian and military purposes.

In what capacity has SPIE Communications staff worked with you?

P. B.: We are gradually grouping together all of our activities in the Paris area at a

single site in Élancourt. This will involve outfitting 80,000 sq m of office space for 2,500 employees. We have brought in SPIE Communications to work on four key jobs: cabling, control and security, data and telephony.

How would describe the project?

P. B.: This is an exceptional project given its size and the extremely tight deadlines. The objective was to complete work that would normally take a full year in just six months. A real challenge, especially since our activity requires a high level of

ZOOM

SPIE and EADS, a relationship based on mutual trust

In 2006, four SPIE subsidiaries worked for EADS generating sales of nearly €50 million directly with the company and its subsidiaries and EADS has been a loyal customer for many years. Other than SPIE Communications, SPIE Sud-Ouest and SPIE Ouest-Centre have carried out the largest number of projects with EADS while SPIE Sud-Est has worked on a more occasional basis. SPIE Communications, both directly and through its subsidiary SPIE Infoservices, completed more than €26 million in work for EADS last year. Unfortunately this business will not be entirely recurring since last year's agreement with EADS Defence & Security was exceptionally big.



▲ Partial view of the EADS Defence & Security Systems site in Élancourt in the suburbs of Paris.

Data integration room. ►

▼ Preparations for cabling the bays.



sources challenge

quality and security. We needed ultra-high-performance cabling capable of supporting several new generations of machines, meeting the huge requirements of our users and complying with the various levels of confidentiality required.

What made you choose SPIE?

P. B.: First of all, we knew SPIE Communications well, having worked with its teams on other projects. Over time we have developed a relationship of mutual trust that we felt was critical given the complexity of the new project and the degree of responsiveness required. We were also familiar with its level of expertise and knew that it was among the only companies to have the technical resources and people needed to meet the challenge represented by this

project, and that it would not hesitate to do everything necessary to meet its commitments in terms of quality and deadlines. Lastly, SPIE Communications assigned an engineer, Dominique Bontoux, to the site to advise and support us on a full-time basis. This was a critical factor in our choice.

How has the work gone so far?

P. B.: The figures tell the whole story: in six months with staff working without a break we have completed 80% of the work. For the four job lots, as many as 120 people have been on the site at a given moment. Just think. This project represents the installation of 2,000 km of cables, 40 km of fibre-optic cable, 250 Cisco switches, 10 new generation PABXs, and more. A tremendous chal-

lenge that SPIE Communications was able to meet thanks to its knowledge of the field and our expectations. ▀



Connecting an RJ 45 plate.