

# Greek Defence News

THE MONTHLY DEFENCE AND SECURITY NEWS LETTER

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**The Hellenic Navy in 2007**  
Special annual edition



## The upgrading capabilities of the Hellenic Navy are doable and spectacular



**DEFENCO**  
SA  
HIGH TECHNOLOGY SYSTEMS  
AND PRODUCTS

### Interview with Mr. Constantine Valassakis President and Managing Director of DEFENCO S.A.

**Greek Defence News: Mr. Valassakis, how do you see the course of the Hellenic Navy development?**

**Mr. Valassakis:** As President of an immiscibly Greek Company that is involved in the integration and supply of systems for the Hellenic Army, Navy and Air Force, since 1971, I believe that a great number of steps have been done through the last years. It is positive that the responsible people of the Navy do not rely on these steps but realize also that the development and the modernization are not simple necessity but a "one-way", through the given and running geopolitical frames. The positive is that the capabilities for further upgrading of the Hellenic Navy could be doable and spectacular ones and in absolutely realistic frames.

**Greek Defence News: How the big foreign high tech companies can support this development?**

**Mr. Valassakis:** Certainly, the specialization and the technologic know how of such companies are necessary, when we speak for a real modernization. But in the most of the cases, these elements are not enough to bridge the distance between the products of such companies with

their successful implementation into the Greek reality and its particular needs. Especially, in the consulting sector, it has been proved that one or more of such technological forces are not good enough to "bring the springtime". A substantial "partner" is necessary; a bridge between the foreign companies and the end user, which can make these forces to give the outmost, occasionally, according to the Greek "coordinates". At the end of the day the Hellenic Navy is the one evaluating the utility of a service or a product, starting from how familiar and user-friendly is (i.e. how close is to the Hellenic Navy's requirements).

**Greek Defence News: How do you see your company's course in between these frames?**

**Mr. Valassakis:** DEFENCO S.A. recognizes the huge modernization capabilities which are offered by well established foreign companies, something that can be proved through the co operations we have with more than 50 selected. Thus, we keep on being carriers of the cutting edge technology in sections such as: S/W Integration and Materialization in specializing Electronic Chart Precision Navigation Systems, and military versions of the AIS sys-

tems for Navy operations, as well as for S/W Development providing custom solutions ready to be integrated into existing systems, and full stand – alone packages tailored specifically to customer's needs.

Furthermore and far away from being simple representatives or consultants of our big partners, DEFENCO S.A. operates – mainly – as confidential consultant, providing tailor made services, from a specific need's tracing, to the ideal finding out solution, its implementation, the maintenance and the follow on support of it. Our "physical" position is next to our customers, with duration and depth. Since 1971, their satisfaction is what preserves and enlarges our reliability.

**Greek Defence News: Which is DEFENCO's implicitly contribution in the Hellenic Navy's upgrade?**

**Mr. Valassakis:** Nowadays and through our successful cooperation with the well known Canadian company OSI, we are in a position to provide to the Hellenic Navy a product such as the industry leading Electronic Chart Precise Integrated Navigation System (ECPINS®), an IMO Approved ECDIS that represents over twenty years of user feedback, with customization into our Navy's requests. The ECPINS product line is broad and versatile and helps reduce the risk of navigation-related incidents by giving to the bridge crew a precise, real-time display of their position, course and speed against a background of charted hazards and radar or AIS contacts.



# DEFENCO S.A.

## A RELIABLE PARTNER OF THE HMOD IN THE NEW TECHNOLOGIES



**DEFENCO**  
SA  
HIGH TECHNOLOGY SYSTEMS  
AND PRODUCTS

**DEFENCO S.A.** is a well-known Greek Company that is involved in the integration and supply of systems for the Hellenic Army, Navy and Air Force, since 1971.

DEFENCO S.A. is a reliable Greek company, of which the quality management system is certified by the Hellenic Register of Shipping to the ISO 9001:2000 standard.

DEFENCO S.A. is registered with NAMSA having Cage Code: G 1679.

DEFENCO S.A. is partnered with selected foreign firms and manufacturers who are leaders in the technology sectors, and are currently applicable in NATO countries.

DEFENCO S.A. has cooperation's providing marketing strategy, program management, and Offset Benefits Consulting in the sectors of Security & Defence Systems, Optics, S/W Integration and materialization, and Ballistic Protection.

In the field of perimeter protection systems, DEFENCO cooperates with a well known American & International Company, which has been working in the field of security systems for the past 30 years designing systems for international high - threat facilities.

Their experience has demonstrated that properly integrated technologies mitigate risk, decrease response time for a pre-assessed alarm condition, whether it is the outer perimeter, a protected asset or a land or waterside facility, while reducing manpower costs.



In the field of optics, DEFENCO cooperates with World Leading Companies in electro optics industry, providing solutions with IR thermal cameras as well as laser range finders. DEFENCO was the first Greek company working in this area and continues reliably today through our cooperation with the Greek Defence and Security Forces.





In the field of S/W development, DEFENCO is in cooperation with a foreign OEM specializing in Electronic Chart Precision Navigation Systems, as well as military versions of the AIS system for Navy operations.



In the field of Ballistic Protection DEFENCO cooperates with the World Leaders in design/development/manufacture to provide turn key solutions to its customers with the highest technology and quality products. DEFENCO's solutions have been tested by Defence and Security Forces in battlefields all over the world.

In the field of the Offset Benefit Programs, DEFENCO through its more than 30 years experience, has a proven history for providing services for the preparation and materialization of successful programs. DEFENCO has a long history of cooperation with many companies within the Greek Industry as well as the publicly owned factories such as HAI.

DEFENCO S.A. was the first Greek company participating in the field of maintenance and upgrade of Armed Vehicles and Tanks. In cooperation with well known suppliers from the United States and other countries DEFENCO has helped to cover the needs and demands of the Greek Army Plants for more than 3 decades. DEFENCO's quality products and parts are well accepted within the Greek Defence Forces.

See you onboard...



For S/W development DEFENCO also provides custom solutions ready to be integrated into existing systems, as well as full stand-alone packages tailored specifically to the customer's needs. In the same field there is also a promising cooperation with the Spanish Company IN-DRA for the HELIOS II Satellite Program and the future one named MUSIS that will be the future European satellite communications solution.

