

SSA INFORMATION SESSION

GMV-ROMANIA OVERVIEW



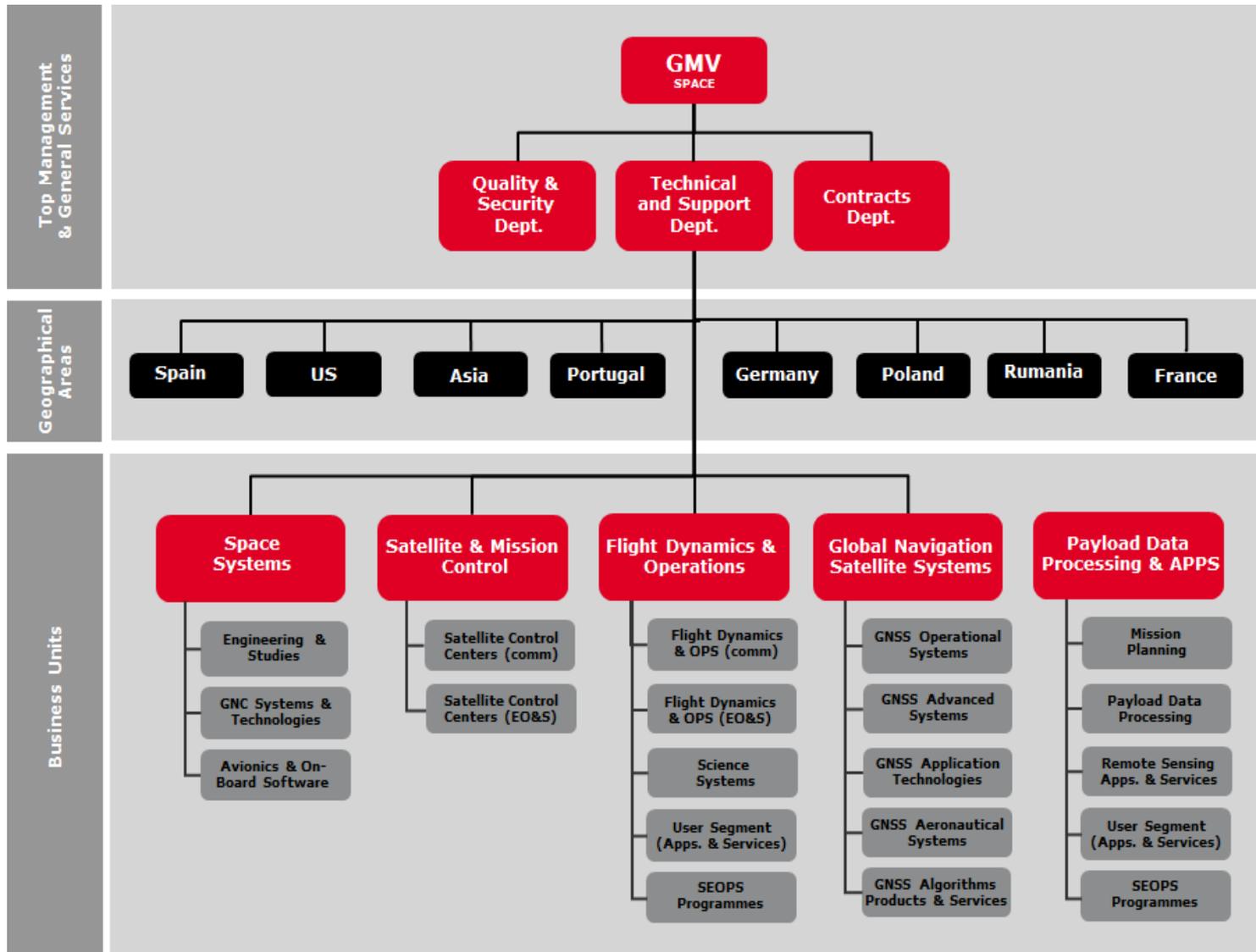
GMV ROMANIA

- Founded in 2009 with the overall mandate of targeting Aerospace, Defense, Transportation and Telecommunications markets of/from Romania
- Very active in the first years in the area of Transportation. Started preparing for Space in the last 2 years.
- Presently 4 Space-Related staffs / ongoing process of fulfilling other open vacancies.
- Excellent relation with local governmental, industrial and educational actors.
- Regular contacts with institutional actors (Delegations, ESA) to assure coherence between GMV strategy and Countries interests.
- On-going project under ROSA STAR Programme:
 - VISIONE: Vision Based Experiment for absolute navigation during lunar landing
- On-going preparation/Delivered proposals to EC and ESA.

GMV SPACE ORGANIZATION (1)

- GMV's activities in Space market share the same organizational structure, i.e. all support Departments: Quality & Security, Contracts, Commercial and Marketing and Technologies and Support.
- Each subsidiary in turn is coordinated by a specific Country Manager
- GMV Space business organization is thought so to ensure the optimum and most convenient strategy and technical knowledge management sharing and flow
 - Each project team is formed to offer the best combination of technical capabilities and geographical location
 - Overall strategy to develop specific capabilities (technologies) within each specific country is in place
 - Well-established training and monitoring mechanisms for all GMV engineers have been established at no costs for the particular projects
 - Average 6-12 months stay at GMV HQ for training (including on the job training) and team building
 - Active participation in on-going projects
 - Continuous technical monitoring from corresponding technical experts
 - Active mentoring from due responsible

GMV SPACE ORGANIZATION (2)





Thank you

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