Remote weapon station
Kongsberg Protect System
Defence contractors

Background
- A big thank you to James for opening the door to Kongsberg Group

Scope
- Kongsberg Group is a large OEM producer
- OEM (Original Equipment Manufacturer)
- Until now sold 12,000 units to US army
- Recently won the right to deliver a further 6,000 units.
Defence contractors

Kongsberg Group

- Kongsberg Maritime
- Kongsberg Oil & Gas Technologies
- Kongsberg defence Systems
  - F-35
- Kongsberg Protect Systems
  - RWS
Defence contractors

Kongsberg Protect Systems

- **Product range**
  - **Protector RWS** *(remote weapon station)*
    - Small/medium size ammunition
    - Custom designed models
    - **CROW**
    - **Weight 175 kg**
  - **Protector MCT-30**
    - 25-50mm cannons
    - **Weight 1,5 Ton**
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Packaging requirements
- One box fits all RWS models
- Flat packed and reusable
- Same box for delivery, service and storage

Challenge
- Many different shaped models
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Challenge

The supporting beams would not fit to all models. Therefore the design must be improved.
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Solution

- MP box with dunnage for holding the RWS in place.
- Flat packed and reusable
- Box dimension: 1100x1050x1000mm
- 300 EUR/box in serial production
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Solution

Red arrows show the selected supporting surfaces for beam.
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Solution
 Defence contractors

Solution
Defence contractors

Advantages

- Existing one way box
  - Costs 200 EUR
  - Assembly time - 2 hours
- Clip-Lok box
  - Costs 300 EUR
  - Assembly time – 15 min
  - Reusable
- Total price is almost the same for both options
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Why is this segment so interesting for Clip-Lok?

- OEM customer
  - Everytime they sell one unit → CL has a potential to sell one box
- defence budgets are cut
  - defence customers are still spending more on better protection for their soldiers
  - E.G RWS, body armor, vehicle armor etc.
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Potential

 All producers of RWS
   Kongsberg Protect Systems have sold 18,000 units to US armed forces.
 All users of RWS

 Kompass.dk can help us identify these potential customers
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Any questions?

Thank for your attention!