



**Clip-Lok SimPak<sup>®</sup>**

Remote weapon station  
Kongsberg Protect System


# Defence contractors

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## 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.
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# Defence contractors

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## Kongsberg Group

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

# Defence contractors

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## 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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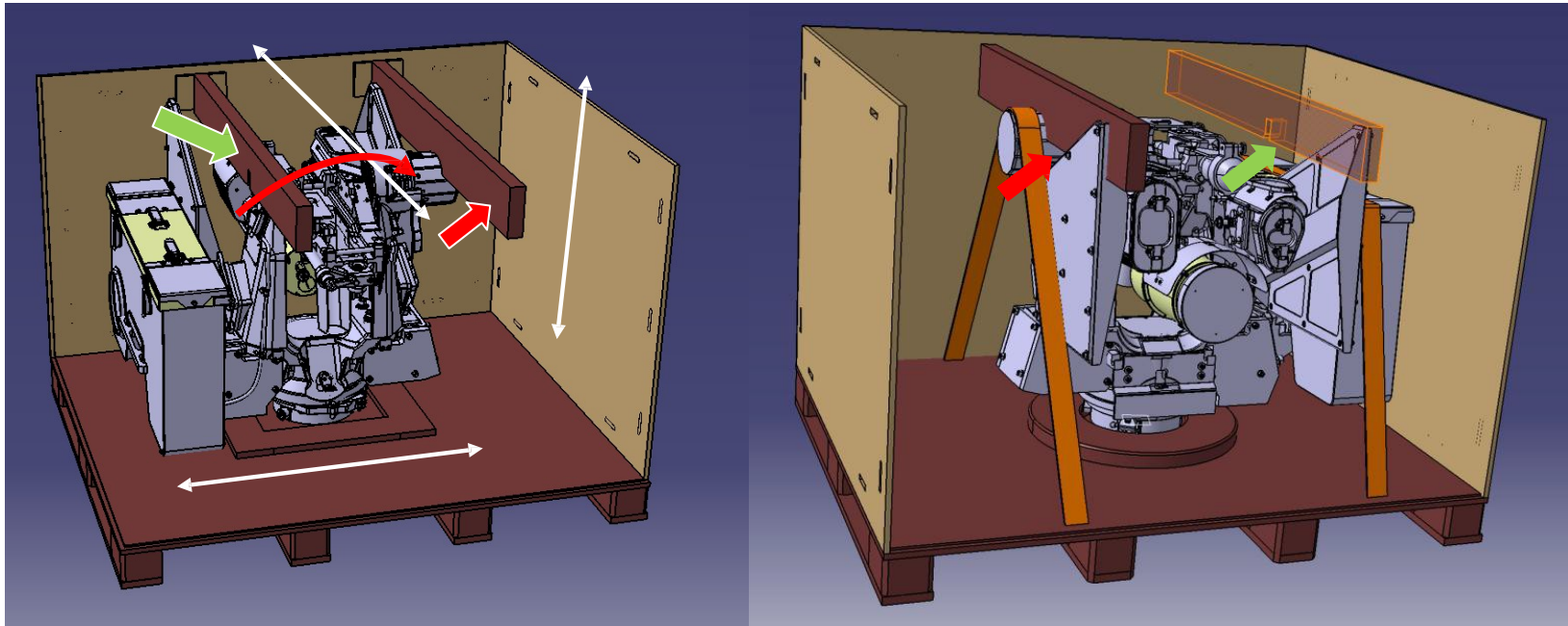
## Packaging requirements

- 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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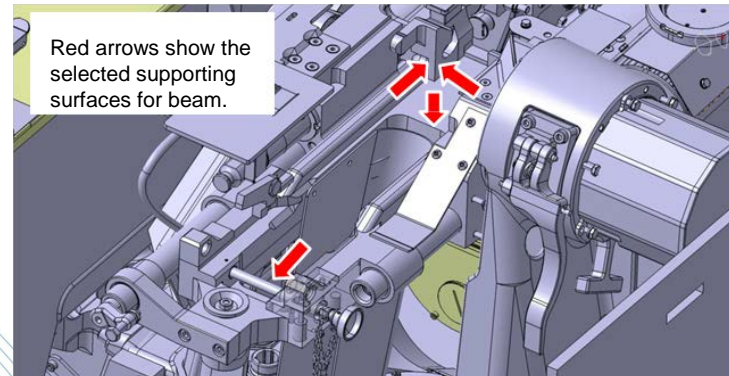
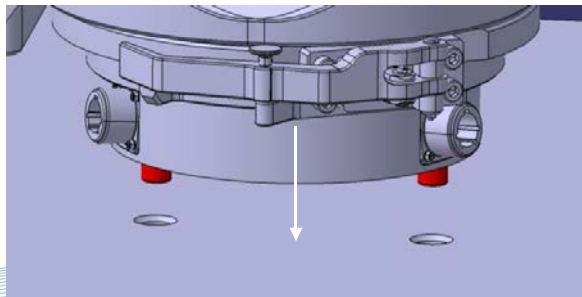
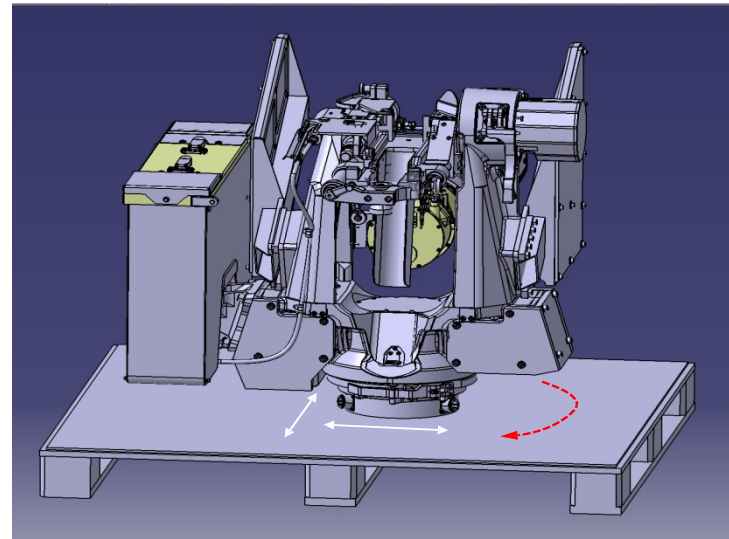
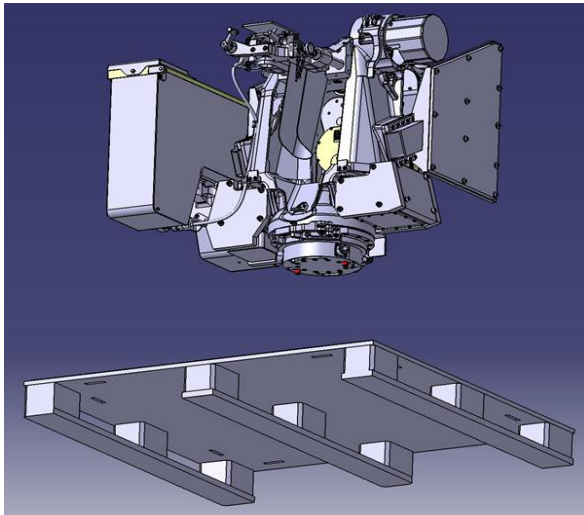
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## Solution

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

# Defence contractors

## Solution

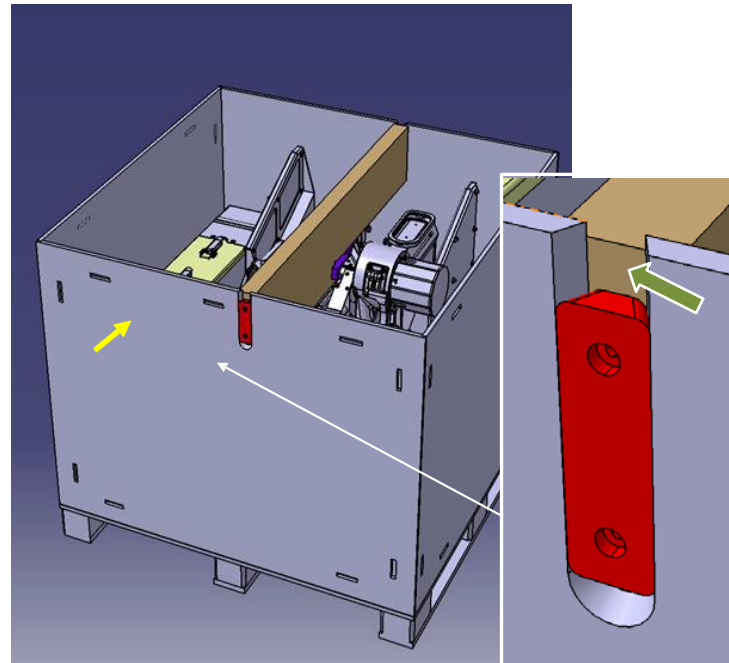
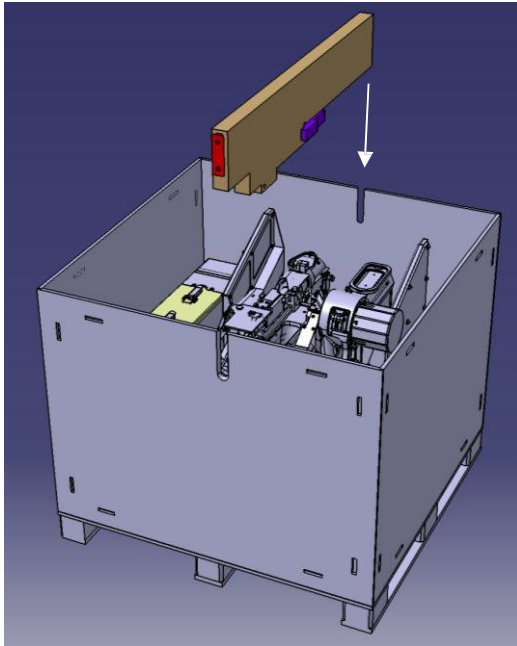




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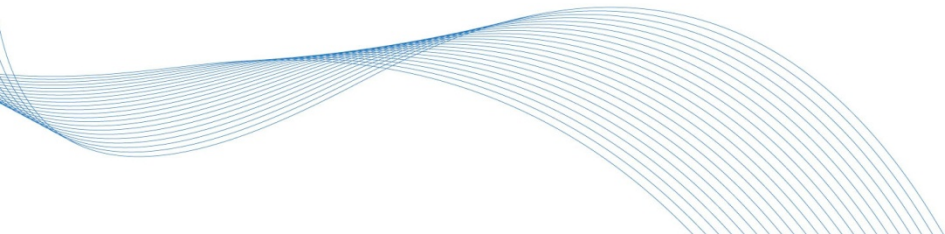
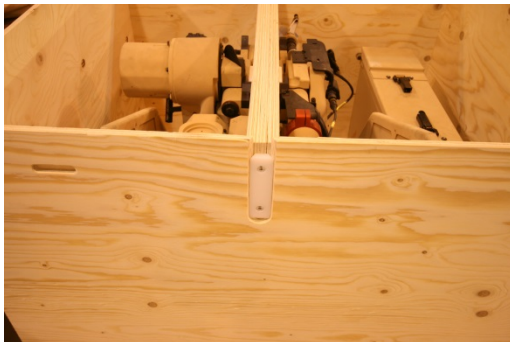
## Solution



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## Solution



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## 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.

# Defence contractors

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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!

