FERCHAU



Strengthening Expertise in Security and Sovereignty

PORTFOLIO INSIGHTS | DEFENCE

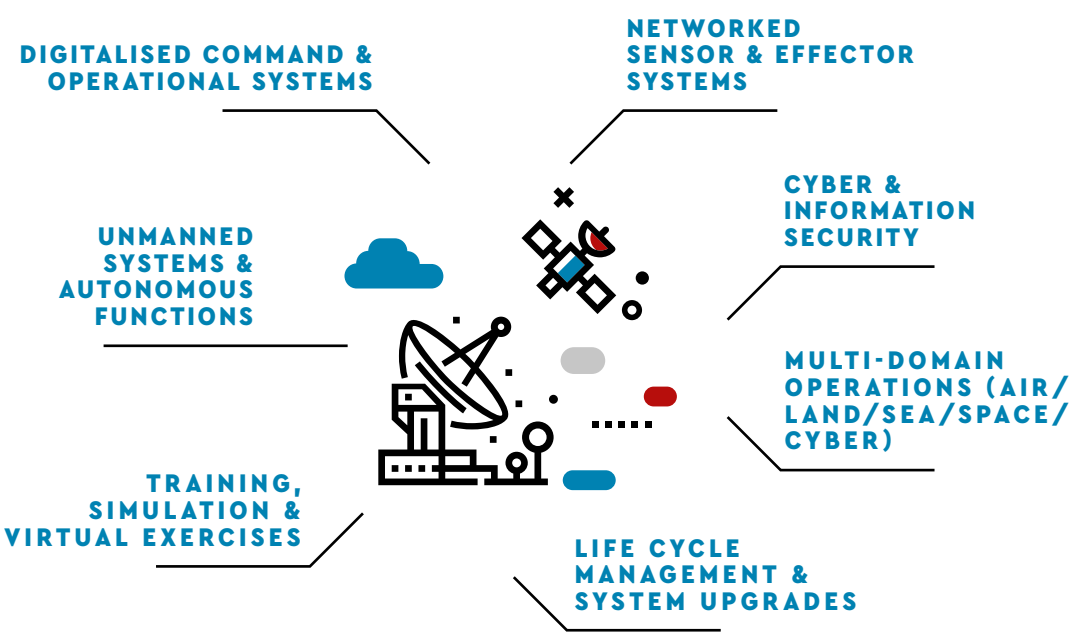
Status quo

The German defence industry is currently experiencing a boom with historically high order levels and significant growth forecast. Supported by special funds and political initiatives such as SAFE, the business situation is improving significantly. Simultaneously, the industry is under pressure: long procurement processes, global dependencies on key technologies such as AI and software, and increasing international competition demand rapid innovation and greater national sovereignty.

Companies dedicated to the important task of ensuring our national and European security must adapt quickly and effectively to new developments. Above all, this requires well-trained specialists with exactly the right expertise. We support companies in this endeavour with our expertise as a reliable partner.

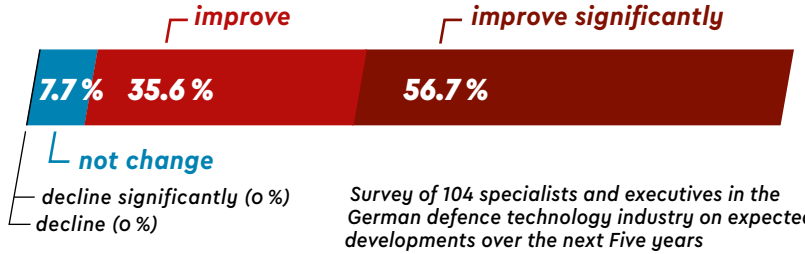
Trends in the Defence Industry

The defence landscape is changing from long planning cycles to rapid deployment readiness: platforms are being networked, sensors and effectors are being integrated across domains, systems are being digitalised and monitored in real time. At the same time, requirements are increasing. This is exactly where FERCHAU provides support with specialised engineering and IT experts.



Future business expectations

Business will:



Survey of 104 specialists and executives in the German defence technology industry on expected developments over the next Five years

Source: University of the German Armed Forces, Munich, »Defence Industry Compass 2025«

KEY SUCCESS FACTORS IN THE INDUSTRY

- » Standardised architectures and open interfaces
- » Accelerated procurement and shorter development and test cycles
- » End-to-end digital engineering and integration processes
- » Verifiable cyber resilience of platforms and networks
- » Availability of qualified specialists for security-relevant projects
- » Close cooperation between armed forces, industry and partner nations

Players in the Defence and Security Industry

Who is driving capability development forward – and where does FERCHAU provide support with engineering and IT excellence?

System Houses & Platform Manufacturers

- **Challenges:** *Modernisation and new programs, integration of sensors, effectors and avionics into existing platforms, certification and verification requirements with tight schedules*
- **Top priorities:** *Networked multi-domain platforms, modular architectures, upgrade and retrofit programs during ongoing operations*
- **Our strength & competencies:** *Systems engineering & MBSE, structural and avionics engineering, software development mission systems, verification and validation, test management*

Sensor, Avionics & C4ISR Providers

- **Challenges:** *Increasing demands on radar, EO/IR and EW sensor technology, secure communication in a contested spectrum, enhanced software complexity*
- **Top priorities:** *Sensor fusion & real-time data processing, robust data links, scalable software platforms*
- **Our strength & competencies:** *Embedded software and FPGA development, signal processing, architecture and interface design, integration into command and control systems, system testing and qualification*

Cyber, IT & Communication Programs

- **Challenges:** *Increasing cyber threats against networked systems, old and new systems, certification & compliance requirements*
- **Top priorities:** *Strengthening critical networks, zero-trust approaches & end-to-end security, security monitoring & incident response*
- **Our strength & competencies:** *Security architectures & secure by design, implementation & integration of security solutions, vulnerability analyses & penetration tests, operating concepts & monitoring*

Simulation, training and trial operations

- **Challenges:** *Mapping complex deployment scenarios, networking simulators and test environments, cost pressures in training and testing*
- **Top priorities:** *Multi-domain training environments, networked, distributed simulation, use of data and AI for evaluation*
- **Our strength & competencies:** *Development of simulation and training software, HMI/visualisation, hardware/software in the loop, scenario design, data analytics*

Government agencies, Armed Forces & Procurement Organisations

- **Challenges:** *Closing capability gaps, anchoring multi-domain concepts in structures and regulations, managing cooperation programs with the industry*
- **Top priorities:** *Accelerated procurement, standards and reference architectures, testing and verification concepts*
- **Our strength & competencies:** *Support in specialist departments and PMO, requirements and systems engineering, specifications and architectures, tests, approvals and documentation*

How we work together

In today's dynamic industry landscape, it is crucial to be able to respond quickly to changing requirements. With our flexible solutions, we ensure that you always have exactly the right experts on board.

YOUR BENEFITS AT A GLANCE

- » Reduction in project costs
- » FERCHAU quality standards
- » Higher BCC rate
- » Increased capacity
- » Over 15 years of experience in the BCC business

OUR COMMITMENT

SPECIALISED KNOW-HOW

Benefit from expert knowledge for your individual challenges.

HIGH QUALITY EXPERTS

Our consultants have an excellent track record and proven expertise.

FAST AVAILABILITY

You have access to a broad network of experts who are available at short notice.

YOUR BENEFITS

RELIABLE PLANNING

With our consultants, you can plan your projects reliably and implement them on schedule.

HIGH FLEXIBILITY

Scale your team according to your needs and reduce fixed costs.

COMPLIANCE INCLUDED

We take care of legally compliant contract processing and administration by our consultants.

COOPERATION MODELS

FERCHAU SUPPORT
Experts on Demand

In case of order peaks, capacity bottlenecks or if specialist know-how is required, our employees reinforce your development teams.

FERCHAU COMPETENCE
Solutions for your Projects

Our experts solve technological challenges in interdisciplinary teams: from the initial idea to after-sales service, we assume responsibility for your projects.

FERCHAU CONTRACT
Flexibility with Freelancers

Our proven network in technology contracting: carefully selected freelancers provide relief and safety for your success-critical projects.

FERCHAU DIRECT
Professional & Executive Search

Fill vacancies fast and precisely: whether you are looking for a manager, engineer, or IT specialist, we have the perfect search strategy and the best selection process for all vacancies.

Real-life Projects

Our Success Stories



Maintenance Simulation Trainer for the Eurofighter

The Eurofighter is also known as a supersonic supercomputer with two wings. Its technical maintenance is correspondingly challenging. Pilots must be able to rely 100% on the unfailing preparation of the complex jets on the ground.

Inspections, technical function checks and even the installation of mission-specific applications – tasks are varied and require continuous training to ensure that every move is perfect.

TO THE SUCCESS STORY



Qualified Drone Flight Test

FERCHAU provides qualified drone pilots for the project with the aim of improving the customers' global solutions for both commercial and humanitarian applications and thus save lives.

To provide this drone testing service in Spain, FERCHAU works with specialised consultants who have EASA A1–A3 aerodrome certification.

TO THE SUCCESS STORY



Immersive Learning Experience for Challenging Content

The operation of radar systems, flight recorders and other complex systems for military and civil purposes is extremely demanding.

Users must internalise a comprehensive catalogue of precise operating instructions in order to use the systems correctly. The corresponding training process is lengthy and cost-intensive for the operating companies.

TO THE SUCCESS STORY

We trust FERCHAU

Our references

ABB
AEROVIDE
AIRBUS
ALSTOM
ATLAS ELEKTRONIK
A joint company of ThyssenKrupp and EADS
Audi
AURAS GMBH
Beiersdorf
BERTELSMANN
BMW GROUP
BOSCH
B BRAUN SHARING EXPERTISE
BRAUN
brose Excellence In Mechatronics
B/S/H/
Continental
DFS Deutsche Flugsicherung
DIEHL
DND Dynamit Nobel Defence
DOW
DÜRR
ELIN
Ford
FORVIA HELLA
Fronius
HEIDELBERG
Heraeus
JUNGHEINRICH
KAUTEX A Textron Company
KNAUF
KNORR-BREMSE
KRONES
KUKA
Lufthansa Technik
MAGNA
MAHLE
MAN
MAX-PLANCK-INSTITUT FÜR PLASMAPHYSIK
MEYER WERFT PAPENBURG 1795
Miele
motorola
MTU Aero Engines
NORDEX
OSRAM
PHILIPS
PREMIUM AEROTEC
DR. RECKEWEG & CO
rexroth A Bosch Company
SIEMENS
SIG
thyssenkrupp
VIESMANN
VOITH
VW
vossloh enabling green mobility
ZEISS

Around
10,000
employees

Over
130
branches

More than
150,000
applications p. a.

More than
200,000
candidates in the pool

More than
2,400
active customers

Enquiries
24/7
via our customer portal

Over
10,000
successful project launches last year

All relevant
certifications

Optionally with
Best-Cost-Countries



60 YEARS CREATING TOMORROW

ferchau.com
Connecting People and Technologies for the Next Level